**Troy E. Jarrett**

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**OBJECTIVE**

To obtain a position in the field of sales.

**EDUCATION**

Lawrence High School, Lawrence, KS

Independence Community College, Independence Kansas

**EMPLOYMENT HISTORY**

*Fitness Training Sales Manager*

March 2014 – November 2017

Blast Fitness, Houston, TX

* Responsible for sales, education, and training of a team of 5-7 personal trainers.
* Developed and utilized knowledge in planning, organizing, and assessing total sales plan
* Create and develop personal training schedules and regimens customized to the client
* Customer Service professional with proven ability to increase customer satisfaction
* Excellent leader with history of improving employee morale and reducing turnover.
* Skilled communication and team motivation have resulted in fulfilling service goals.
* Maintaining a top performing team to achieve and exceed sales goals
* Promote balance with sales ensuring focus on customer satisfaction.
* Negotiating payment plans to increase club growth and customer retention
* Excellent communication and interpersonal skills

*Strength Coach*

March 2013 – March 2014

Urban Animal, Houston, TX

* Coached and developed employees to be diverse in training and customer service.
* Supervised and coordinated the activities of workers engaged in the planning, selling and instructing of fitness plans for clients of health club.
* Assigned and adjusted work schedules to meet customer demand.
* Coordinating efforts in helping the general operations of the fitness organization.
* Partnered with club management to enhance and improve the group fitness program.
* Interacted and communicated with club members regularly to solicit feedback to ensure customer satisfaction

**ACTIVITIES**

National Fitness Personal Training (NFPT) Certified since 2007

**SKILLS**

Microsoft Excel, Word, PowerPoint, Outlook, Access, CPR certified