

MAURICE FAIRBANKS

Health and Fitness Specialist

Current Address: 3535 Roswell Rd NE Atlanta, GA 30305

(513) 544 9349 – Reese005@gmail.com

SUMMARY

Experienced professional with years of sales, fitness and military expertise. Quota-surpassing representative with a history of exceeding employer expectations across diverse platforms. Excel in interpersonal, communication, relationship-building skills. Seeking a position to hone current skills and aid in development of new ones.

EXPERIENCE

FITNESS SALES ASSOCIATE2014– Present

Pinnacle Fitness

Atlanta, GA

- ⇒ Initiated and closed sales of new fitness and nutritional plans, marketed to new customers and worked to retain existing clientele
- ⇒ Served as integral part of the team that delivered sales increase of 20% off new programs, plans, and nutritional supplements
- ⇒ Delivered exceptional customer service, addressing individual needs and goals of clients
- ⇒ Created individualized plans and programs to help clients meet both fitness and nutritional goals.
- ⇒ Helped revise commission structure, which drove higher commissions for trainers and a significant increase in revenues
- ⇒ Exceeded company sales and revenue expectations month-to-month through innovative marketing, consistent communication, and appealing sales tactics
- ⇒ Outlined and commissioned company utilized metrics system of gathering, sharing and tracking client progress
- ⇒ Collaborated with club owners to access current program offerings and discuss additions and modifications that could benefit both club and clientele.

PERSONAL TRAINER2013 – 2014

Obey Fitness

Atlanta, GA

- ⇒ Lead trainer tasked with ensuring proper facility operations, regimen adherence for customers and trainers, as well as ensuring satisfaction and overall growth of all parties.
- ⇒ Worked one-on-one with clients to assist in reaching goals and modifying routines for maximum benefit and safety.
- ⇒ Created personalized plans including weight training, cardio, yoga, and endurance training.
- ⇒ Designed meal plans, addressed fitness and nutritional concerns, and provided concise and detailed instruction and feedback.
- ⇒ Developed new fitness programs with successful implementation that increased sales revenue by 25%
- ⇒ Tracked all client progression, provided one-on-one coaching and review sessions, and modified programs as needed.
- ⇒ Helped clients of all ages and fitness levels meet or exceed health and wellness goals

IMPACT TEAM LEAD2011 – 2013

Abercrombie & Fitch/Hollister

Charleston, SC

- ⇒ Team lead for the Abercrombie & Fitch Store, responsible for greeting customers, maintaining overall appearance of sales floor, and operation of cash registers.
- ⇒ Updated floor sets based on inventory, back stock clothing, and managed shipments
- ⇒ Increased sales by implementing successful up selling program and offering coupon deals
- ⇒ Improved workplace efficiency and customer service by coming in to work on days off and cleaning work areas
- ⇒ Utilized exceptional interpersonal skills to collaborate with co-workers and accept supervision

PLATOON MEDIC2010 – 2013

North Carolina National Guard

Fayetteville, NC

- ⇒ Acted as medical support for platoon troops to ensure continued health and overall wellness.
- ⇒ Responsible for assisting soldiers with illness and injuries, conducting sick call procedures un Aid Stations.
- ⇒ Performed hospital medical training, issued immunizations, and conducted inspections of supplies.
- ⇒ Conducted patient assessments, triage, phlebotomy, immunizations, EKG, anthropometrics on an as-needed basis.

MEDIC2006 – 2010

United States Army

Fayetteville, NC

- ⇒ Senior platoon medic in Iraq, providing medical coverage for drop zones and shooting ranges, assisting soldiers with illness and injuries.
- ⇒ Researched international health threats and conducted medical threat briefings for deploying personnel
- ⇒ Designed and implemented medical supply maintenance procedures,
- ⇒ Maintained, procured and projected need of medical supply and capability for evacuation unit

ADMISSIONS CASHIER2003 – 2006

Cincinnati Zoo and Botanical Garden

Cincinnati, OH

- ⇒ Received and processed cash and credit payments for purchases.
- ⇒ Worked as a team member to provide the highest level of service to customers.
- ⇒ Demonstrated that customers come first by serving them with a sense of urgency.
- ⇒ Maintained friendly and professional customer interactions.
- ⇒ Opened and closed, including counting cash, opening and closing cash registers.

2011 – 2014

EDUCATION

Bachelor of Business

