

# SONIA TRIMBLE

## Solutions Engineer

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### Professional Summary

Intuitive, industrious engineer with excellent communication and presentation skills and an innovative approach to solving technical and business challenges.

Effective problem solver with a track record of successful customer service leadership, and skillful relationship building in multifaceted organizations.

Known for being an enriching and inclusive team player with a zeal for positive customer experience and an innate desire for continued self-improvement and learning.

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### Professional Skills

- Client Acquisition & Retention
- Sales & Marketing
- Team Leadership
- Event Planning
- Technical Project Management
- Technical Business Analysis
- TDD & Quality Assurance
- Business Operations
- Full Stack Web Applications
- Web Development & Design
- Server Side Development
- API Implementation

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### Technical Skills

HTML | CSS | Bootstrap | JavaScript | jQuery | ReactJS | NodeJS | ExpressJS | Local Storage | Indexed DB | User Authentication | Database Theory | MySQL | Sequelize | Mongo DB | ORM | API's | Command Line | Trello | Heroku | Github | Gitlab

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### Work History

#### Member Services Manager | Zone Athletic Club - Denver, Colorado | 01/2020 - 03/2020

- Opened a new 50,000 square foot facility by organizing and managing event planning, directing social media and advertising, bringing on 120 new members in record time, and creating, maintaining, and executing business plans to exceed results.
- Hired, led, coached, created staffing schedules for, and retained 15+ driven employees who built long-term, value-based member relationships that enabled achievement of member acquisition and retention goals.
- Ensured front desk cash drawer was properly closed and balanced each day, and managed payroll of all member service employees.

#### Sales Advisor & PT Professional (intermittently) | LifeTime Fitness – Denver & Houston | 2007 - 2019

- Connected members and personal clients with services & products, and recognized as one of the top relationship builders and the "go to" person for challenging member issues.
- Provided fitness leadership and coaching to 20+ clients per month helping each to achieve nutritional, physical, and overall wellness goals.
- Revamped club activities, organized exciting and fun parties and weekly events, and rallied support from colleagues to refresh excitement and ownership of the club's involvement in several fitness programs.

**Owner & Program Designer** | Winspire Fitness, LLC - Houma, LA | 2013 - 2015

- Started a business from the ground up, found location, acquired financing, quickly increased members, and provided effective client programs for 120 clients per month.
- Gained outstanding revenue in twelve months by remarkable client service and retention.
- Directed 1:1 coaching to large boot camp classes and implemented specific training programs for individuals based on a myriad of fitness certifications and training programs.

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**Education and Training**

University of Denver | June 2020  
**Full Stack Software Engineering**

University of Arizona | 2018 - 2019  
**Communications**

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**Selected Accomplishments**

- Consistently promoted at LifeTime Fitness, and managed its Team Weight Loss program, increasing club profit more than 10%, achieving #1 in the country and the Colorado region for sales and service, and reaching #2 nationally over the 60-day event.
- Owned and operated a full-service gym, Winspire Fitness, LLC, building it from the ground up and featured on the cover of Louisiana Fit Life Magazine in March 2014 as one of the top minority- and women-owned businesses in the region within first year of operations.
- Published first novel in January 2015, "Fit Happens: Little Miss Healthy Pants", available on both Amazon.com and BarnesandNobles.com, and received consistent five-star reviews and positive feedback.