
JOHNNY ACCARDO

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PROFESSIONAL SUMMARY

Top producing personal trainer and highly competitive salesman that will bring energy and enthusiasm to any team. Dynamic communicator who consistently exceeds company goals and expectations.

SKILLS

- Self-motivated
- Strong verbal communication
- Team leadership
- Client assessment and analysis
- Highly competitive
- Positive and friendly
- Customer service
- Thrive under pressure
- Punctual
- Conflict resolution
- Powerful Negotiator
- Extremely organized
- Networking skills
- Revenue generation

WORK HISTORY

Personal Trainer / Assistant Fitness Manager, 10/2013 to Current

The Bay Club Company – Rolling Hills Estates, CA

- Developed company small group training program that grew into the most profitable of all the Southern California Bayclub locations.
- Ranked in "Top 5 Leaderboard Status" for personal training sales in 2014 and 2015.
- Awarded personal trainer of the year in 2014.
- Maintained 45% closing percentage for personal training (25% industry average), and 60% for membership sales throughout entire career span.
- Worked directly with high schools and colleges in the community to develop scholarship programs geared towards promoting health and wellness amongst students.
- Hired and coached personal training staff to consistently drive in revenue, becoming one of the most efficient producing teams in the Silicon Beach region.
- Established incentive programs to benefit both personal and team goals, as well as cultivate a healthy competitive environment between trainers.
- Analyzed data and created clientele tracking systems to make sales and booking more efficient.

EDUCATION

Associate of Arts: Psychology, 2013

El Camino College - Torrance, CA

- Coursework in Speech and Communication, Sociology and Psychology

CERTIFICATIONS

National Academy of Sports Medicine Certified Personal Trainer (CPT), Corrective Exercise Specialty (CES), and Performance Enhancement Specialty (PES)