

# Robert Smith

## Associate Personal Training Director

### PERSONAL STATEMENT

Professional with entrepreneurial practice in personal fitness and wellness training and rental property management. Experience in food service industry, sanitation services, and general labor.

### WORK EXPERIENCE

#### **Associate Personal Training Director**

**ABC Corporation - September 2005 - April 2011**

##### *Responsibilities:*

- Responsible to hiring, training and developing a staff.
- Led a 20-member team of personal trainers and fitness professionals, with accountability to maintain strong membership and reach a budgetary goal of \$400,000 annual gross income.
- Oversaw day-to-day facility operations, including cash management, scheduling and personnel supervision of 20-50 staff members.
- Developed and executed continuing education programs for incoming and current personal trainers on various topics, including anatomy, physiology, nutrition and preventative methods for holistic health.
- Encouraged trainers to set up and execute their businesses in an entrepreneurial fashion, with primary focus on strategic planning and business development.
- Recognized as a strategic and creative marketer.
- Developed and launched the clubs Weight Loss Challenge.

#### **Personal Training Director**

**Delta Corporation - 2001 - 2005**

##### *Responsibilities:*

- This program has quickly become the largest revenue generating personal training program, attracting a significant number of non-member participants.
- Exceptional listening skills; recognized for making clients feel comfortable and at ease by listening closely to their desires, needs and concerns before developing fitness and nutrition plans for them.
- Assist Clients in Achieving and Fulfilling their Individual Fitness Goals  
Provide Introductory Training Assessments to Members Sell Training Packages .
- Recruited, hired, trained, supervised, and evaluated staffed personal trainers Oversaw and coordinated overall operations of personal training .
- Contributed to and provided professional development and training opportunities for college students interested in working in the personal training .
- Provided equipment orientations for patron knowledge regarding proper use of machines and resistance training Developed individualized and group .
- Conducted new member orientations for an overall well being of health.

### **CONTACT DETAILS**

1737 Marshville Road,  
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(123)-456-7899  
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[www.qwikresume.com](http://www.qwikresume.com)

### **SKILLS**

Microsoft Office, Training,  
Leadership.

### **LANGUAGES**

English (Native)  
French (Professional)  
Spanish (Professional)

### **INTERESTS**

Climbing  
Snowboarding  
Cooking  
Reading

### **REFERENCES**

Reference - 1 (Company Name)  
Reference - 2 (Company Name)

## Education

Master's of Arts in Exercise Physiology - 2001(Western Michigan University - Kalamazoo, MI)