

Interview Transcript

John Robertson | Jul 6, 2026 at 5:44 PM | en-US

Recruit AI

0:00

Hi, I'm from Ultimate Longevity Center calling about your AI-powered interview. How are you doing?

John Robertson

0:05

I'm great. How are you doing?

Recruit AI

0:08

I'm doing well, thank you. Thanks for your interest in the General Manager position at the Ultimate Longevity Center in Largo, Florida. I'm excited to connect to learn more about your experience and see how this role could be a fit for you. We'll spend about ten minutes on this call, getting to know you and answering any questions you might have. Do you have any questions about the interview format before we start?

John Robertson

0:28

I do not.

Recruit AI

0:30

Great! To kick things off, can you tell me more about yourself and what attracted you to this opportunity?

John Robertson

0:38

I am a lifelong health nerd, to be honest with you. I went to college for BS in dietetics. I did an internship in a hospital, ended up pivoting to the fitness career path I've done everything from small business owner to personal training to professional athlete. And looking to relocate to the Tampa area. And this job really attracted my attention.

Recruit AI

1:02

That's fascinating! Your background in fitness and health seems like a great fit for this role. It's exciting that you're looking to relocate to the Tampa area as well. Can you share an example of a time when you influenced someone to make a decision or take action?

John Robertson

1:18

Gosh. There's been several in my years. I would say more recently, the back half anything in management or ownership, um, having staff as far as helping them, guiding them. Usually, they're a little bit younger than me, and just being a mentor as far as their own development, whether they are staying with the company I'm with or working for myself or just with their own programming and goals that they do as an individual.

Recruit AI

1:43

That sounds like you've had a meaningful impact on your team by mentoring and guiding them in their development. What experience do you have that makes you a strong fit for this General Manager position?

John Robertson

1:54

I would say my number one asset is gonna be my I I call it building high trust relationships internally and externally to build revenue. Really, just to general people person, always have them since I was the younger guy, super social. And as that, my career trajectory has gone forward, that has turned into more leadership, ownership, running the back end of the business, uh, with the KPIs and the p and I. Translating that it to the quote front of the house. As as they say.

Recruit AI

2:32

Building high-trust relationships and leveraging your interpersonal skills to drive business growth sounds like a strong asset. What strategies have you used in the past to generate referrals or establish business-to-business partnerships?

John Robertson

2:46

You really gotta research any business. You've gotta research the demographics. Okay? So let's say we're we're putting a business in Largo, Florida. We've gotta look at who are we surrounding ourselves with. Right? And, of course, too is the competitors. Anything in the health space, we're gonna need to connect with. For me, personally, last two businesses I've built up has been in hospitals. You know, typically, major in the health care side of things, and they're also a high volume, high employee business model.

Recruit AI

3:22

Researching the local demographics and connecting with relevant businesses and competitors in the health space sounds like a solid approach. When managing a sales team, what KPI's would you monitor on a daily, weekly, and monthly basis?

John Robertson

3:35

Most recently, being in charge several personal trainers, uh, we do four month contracts there. So a typical, model is going to be, uh, you're a new member. You come in. You sign up for a free fitness assessment. The KPIs we will look at how many fitness assessments we do with new members, what percentage that looks like, then the next percentage is gonna be the closing rate. If we close that person, they sign a four month contract, we're going to look are they doing a thirty minute workout, a one hour workout? Also retention. So that's the biggest thing of any business model. We're always, I think, concerned with looking forward, but how about retaining old business? So that's a big thing that I've been able to help with as far as if you do sign up for a four month contract telling all my staff, hey. Beginning of your third month contract or end of this the second month in the contract, you really need to look at your overall roster and see who has one foot out the door, who's gonna stick with you long term.

Recruit AI

4:33

It sounds like you have a thorough approach to monitoring key metrics like fitness assessments, contract closures, and retention. Retaining business is indeed crucial, and it's great to hear how you focus on retaining clients. It was great speaking with you today. We'll be in touch regarding the next steps in the hiring process via email in the next few days if you are successfully chosen to move forward. Do you have any questions for me before we wrap up?

John Robertson

4:57

I am all set. Appreciate your time.

Recruit AI

5:01

You're welcome! I appreciate your time as well. Have a great day, and best of luck with the process.

Recruit AI

5:16

Just checking in to see if you're still there. Is there anything else you'd like to discuss before we end the call?

Recruit AI

5:32

It seems like we might have lost connection. If you're still there, feel free to

Recruit AI

5:39

Welcome back, and sorry about the technical issue earlier. It looks like we covered everything in our previous session. Thank you so much for your time. You can go ahead and end the call whenever you're ready.

Recruit AI

5:59

Just checking in to see if you're still there. Are you all set, or is there anything else you'd like to discuss before we

John Robertson

6:03

Like to discuss

Recruit AI

6:06

If you have any more questions or if there's anything specific you'd like to discuss about the role or the company, feel free to share. I'm here to help!

John Robertson

6:16

When when are you looking to open?

Recruit AI

6:19

I don't have the specific

John Robertson

6:20

I

Recruit AI

6:23

It seems like we got cut off. Could you repeat that?

John Robertson

6:28

When are you looking for an opening date?

Recruit AI

6:31

I don't have the exact details regarding the opening date for this role, but I can connect you with someone who might have more information. Is there anything else you'd like to know?

John Robertson

6:43

How big how many employees do you foresee the facility having?

Recruit AI

6:48

I don't have specific details on the number of employees for this facility, but typically, centers like these have a diverse team to cover various roles in sales, operations, and client experiences. For more precise information, I can connect you with someone who can provide those details. Do you have any other questions?

John Robertson

7:04

No. That's it for now.

Recruit AI

7:07

Great! If you think of anything else later, feel free to reach out. Thank you again for your time. You can go ahead and end the call whenever you're ready. Have a wonderful day!

John Robertson

7:16

Thanks. You too.

Recruit AI

7:18

Thank you! Take care.

Recruit AI

7:30

Just checking in to see if you're still there. Let me know if you need any more assistance.

Recruit AI

7:45

Just checking if you're still there. Feel free to end the call if you have no more questions.

Recruit AI

8:00

Just checking in to see if you're still there. Let me know if you have any more questions or if you'd like to wrap things up.