

Interview Transcript

Jessica Naioti | Jul 6, 2026 at 7:43 PM | en-US

Recruit AI

0:00

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

Jessica Naioti

0:06

Well, thanks. How are you?

Recruit AI

0:08

I'm doing well, thank you. Thanks for your interest in the Ultimate Longevity Center General Manager position with us. I'm excited to connect and learn more about your experience and how this role might be a fit for you. We'll chat for around ten minutes. Do you have any questions about the interview format?

Jessica Naioti

0:24

I don't.

Recruit AI

0:26

Great! Let's start then. Could you tell us about yourself and what attracted you to this opportunity?

Jessica Naioti

0:33

I have been into health and wellness since I was a little girl. I went to Empire State University for health care administration business management degree. A bachelor's of science. Um, I also served two AmeriCorps national service terms where I was a program director, um, for two different one was at risk youth in school districts, and one was for obesity. At a local YMCA, um, with community impact. And I've just always loved health and wellness. My Instagram is hashtag be well, be wealthy, and I've believe in the miracles that that healthy living and lifestyle can bring.

Recruit AI

1:19

Thanks for sharing your background and passion for health and wellness. What specifically about this opportunity with the Ultimate Longevity Center attracted you?

Jessica Naioti

1:29

I believe that my production levels historically along with my passion for health kind of defines this as the perfect position for me. I have a very strong leadership, um, management, organizational very creative. I love people, and I love hitting numbers. So I feel like this is a great fit.

Recruit AI

1:55

That's great to hear. Your enthusiasm for leadership and achieving goals really stands out. Can you tell us about a time you influenced someone to make a decision or take action?

Jessica Naioti

2:07

Well, I've been a mid influencer for the last seven years on online. I've written a book called My New York Life. And I think most importantly is I've been I've worked with girls in recovery, um, for sixteen and a half years, and I would probably say that, um, probably my my structure my drive, my program of living, um, I've had probably helped tens of thousands of girls. Um, and I have a really large following, probably maybe two hundred and fifty thousand across the board. And that has helped me a lot. But I'm really looking for more local reach, um, that's more effective than just social media right now. I think health is is really live and in person.

Recruit AI

2:57

That's impressive, especially your commitment to helping others. Your work in recovery programs and building such a strong online presence is inspiring. Let's talk about your experience. What makes you particularly suited for this General Manager position?

Jessica Naioti

3:13

I want to say the obvious my bachelor's in health care business administration is a valiant attempt at filling a position like this. However, I do feel like it is my drive and my commitment to seeing goals through that would probably separate me from the rest. I definitely have a strong background in business management. I have a financial adviser for the last fourteen years predominantly um, and then most recently got into real estate the last few years. And that was when I really decided, um, I think I wanna get back into wellness industry.

Recruit AI

3:56

Your diverse experience in business management and your deep commitment to wellness is a great fit. Shifting back to wellness sounds both exciting and meaningful for you. What strategies have you used to generate referrals or business-to-business partnerships?

Jessica Naioti

4:12

Retargeting through websites, I am trained in a lot of different marketing. I was trained by Microsoft as a marketing specialist in twenty nineteen. So I do know a few things. You know, online campaigning, funnel lists. I will say that most of my magic has come from my original my genuine relationships for sure. I don't really like using a lot of, like, retargeting SEO, things like that. We can, and we really have to in in today's world. But I think the determining factor for whether or not someone does business with you is based on the personal relationship. And that's what I always put first.

Recruit AI

5:00

Building genuine relationships as a primary strategy is really effective. Personal connections often make all the difference. Let's talk a bit about performance metrics. What key performance indicators (KPI's) would you monitor daily, weekly, and monthly if you were managing a sales team?

Jessica Naioti

5:19

Um, well, definitely calls. I know I've been with some places that, um, you know, we required maybe, like, two hundred calls an hour. But if you really do back end research and data, you'll find that they should only be making maybe twenty or thirty calls an hour. Because you're gonna have to take a couple minutes to actually make a message. Text, call, email, follow-up, find them on socials.

Jessica Naioti

5:49

I definitely would believe that budget adherence you know, being able to see an employee's time and productivity you know, caseload completion, um, time to complete tasks. Safety incidents, training, the time of training and staff retention, All of these things are really important metrics to keep you know, defining the business. I will probably say that, you know, coaching is probably my strongest suit with teams and being able to remind them gracefully to do what they came for.

Recruit AI

6:34

Monitoring metrics like calls, productivity, and training time is crucial. Your focus on coaching and supporting your team really shines through. It sounds like a well-rounded approach. 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. Have a great day. Do you have any questions for me before we wrap up?

Jessica Naioti

6:55

No. Great. Thank you. You too.

Recruit AI

6:58

Alright, take care! You can end the call by pressing the end call button.