

JESSICA CHINSKY

SALES MANAGER, TRAINING SPECIALIST & SEASONED BOUTIQUE MANAGEMENT/TRAINER

*jesschinsky@gmail.com (317) 677-4185 [Linkedin](#)
Lake Worth, FL*

Sales and operations leader with experience in fitness management, client retention, team training, and revenue growth. Proven success improving KPI performance, increasing ROI, and developing high-performing client-focused teams. Skilled in strategic operations, sales analytics, and relationship management with a strong background in customer experience and team development.

WORK EXPERIENCE

- 2025-PRESENT** Costco Business Center - Orlando, FL
Production Assistant
- Executes end-to-end processing for high-volume orders, consistently managing \$10K+ transactions with 99% accuracy
 - Supports cross-functional departments including sales and logistics to ensure operational efficiency
 - Maintain strong attention to detail while managing fast-paced daily operations
- 2024-2025** Rumble Boxing Club - Orlando, FL
Head Coach
- Improved class attendance by implementing engaging strategies and building strong client relationships
 - Developed and led comprehensive training sessions for onboarding new trainers
 - Maintained high standards of class quality, coaching consistency, and customer experience
- 2023-2024** Mayweather Boxing + Fitness - Nashville, TN
Assistant Manager and Personal Trainer
- Achieved an 80% conversion rate by selling personalized training packages
 - Increased member engagement through customized fitness programs
 - Built strong connections with clients by fostering trust and providing excellent care
- 2019-2023** Title Boxing Club - Nashville, TN
General Manager and Trainer (Promoted from Account Manager in 2020)
- Promoted from Account Manager to General Manager in 2020 based on leadership performance and operational success
 - Outperformed quarterly sales targets by 10% on average
 - Increased lead generation by 11% YTD and improved overall ROI by 35%
 - Consistently met and exceeded company set goals including RPU
 - Collaborated cross-functionally to develop plans for KPI Improvement, resulting in an increase of client retainment by 30%

INDUSTRY EXPERIENCE

- 2019-2020** Curb Records - Nashville, TN
Radio Promotion Intern
- Spearheaded promotional campaigns for radio
 - Delivered detailed weekly radio chartings reports with updated metrics and sprints
 - Wrote proposals for potential business deals that could provide resources needed to achieve our creative vision for events
- 2019** Indie Connect - Nashville, TN
Artist Management Intern
- Contributed to 360 degree management of up and coming artist careers
- 2019** Epic Records - New York, NY
Marketing/Branding Intern
- Established marketing strategies for artists
 - Tracked and reported artists weekly charts
- 2016** Emmis Communications - Indianapolis, IN
Radio Promotions Intern
- Orchestrated the successful launch of the inaugural Hank Fest by overseeing event preparations.

EDUCATION

Belmont University - Nashville, Tennessee
Bachelor of Music with Music Business Emphasis
Minor in Corporate Communications
Graduated Cum Laude/2020

CORE SKILLS

Sales Management
Team Leadership and Training
KPI & ROI Optimization
Strategic Business Planning
Financial Reporting (Profitability, Cashflow, ROI)
Client Retention & Onboarding
Salesforce
Sales Analytics (Ikizmet)
Google Office Applications
-Gmail, Calendar, Drive, Meet, etc.
Microsoft Office Skills
-Powerpoint, Excel, Word

EXTRACURRICULAR EXPERIENCE

Indianapolis Children's Choir

- Participated in 2 World Tours and 1 National Tour

Indianapolis Youth Chorale

- Participated in 1 World Tour and 1 National Tour