

Interview Transcript

Jessica Chinsky | Jul 10, 2026 at 9:51 AM | en-US

Recruit AI

0:00

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

Jessica Chinsky

0:06

Hi. I'm doing good. How are you?

Recruit AI

0:12

I'm doing well, thank you. I appreciate your interest in the General Manager position at Ultimate Longevity Center in Boca, FL. I'm excited to chat with you and see how your experience aligns with this role. We'll take about 10 minutes to get to know each other and see if you have any questions about the role. Do you have any questions about the interview format before we start?

Jessica Chinsky

0:32

I don't believe so.

Recruit AI

0:35

Great, let's dive in. To kick things off, could you tell me a bit about yourself and what attracted you to this opportunity?

Jessica Chinsky

0:43

Sure. So I'm someone that is organized, accountable, and results driven. In the past seven years, I've been working in the fitness industry, where I've built communities and been very sales driven. In that time, I've learned the skill to strongly develop my relationships with people to connect with people, and build long lasting relationships. I'm interested in this position because I'm looking for a role in which I can grow within it, where I can contribute consistently and where I can keep improving on my skills and add value to your team.

Recruit AI

1:22

Thanks for sharing that. It sounds like your experience and skills could be a great fit for the role. Can you tell me about a time when you influenced someone to make a decision or take action?

Jessica Chinsky

1:34

Absolutely. In the years in my in my years of experience in the fitness industry, I was involved in personal training sales. So while I wouldn't necessarily say influenced someone to take action, I was able to develop relationships with people where I learned about their needs. And through my knowledge, was able to assist them in meeting their needs. So I was able to influence, as you say, people to participate in different strength training programs and different wellness paths and different nutrition plans, based off of what would be best for them after having solid conversation, And realizing the authenticity of their needs rather than selling them something they don't need.

Recruit AI

2:22

It sounds like you've been effective in building trust and understanding client needs, which is crucial for this role. What experience do you have that makes you a strong fit for this position?

Jessica Chinsky

2:33

The experience I have that makes me a strong fit for this this position is my management experience within the fitness industry. It is a highly sales driven industry, Sales and marketing and branding are everything. In looking into this role, I've seen that you need someone that has a high growth mindset and is looking to build within the community, and that is exactly what my experience has led me to be able to do. It is what I am passionate about. I believe that people are the purpose behind everything. And helping them have longevity in their life is something that I want to contribute to.

Recruit AI

3:09

It sounds like your experience with sales, marketing, and building community relationships aligns well with what we're looking for. What strategies have you used to generate referrals or business-to-business partnerships?

Jessica Chinsky

3:22

So I have used several different strategies. So from pairing with different LRNs and lead generations to simply grassroots marketing. As I said before, people are the purpose of everything. So being able to build those connections is the best way to generate those leads. Whether it is through online and through phone calls and from marketing agencies that we pair with that bring the leads in, or it is from genuine just walking the ground and connecting with the other businesses and communities in the area.

Recruit AI

3:59

It sounds like you utilize a combination of approaches to effectively build and maintain those connections. When managing a sales team, what KPIs would you monitor daily, weekly, and monthly?

Jessica Chinsky

4:12

The KPIs I would monitor daily, weekly, and monthly would resonate mostly within conversion. Also, lead generation, Excuse me. And participation in programs. So retention is the final. I would monitor all of those on a daily weekly, and monthly basis, while monthly would grow to bigger of overall revenue for the month, overall membership sales increase, I need to be tracking those on a daily and weekly basis as well. That I don't lose sight of the big picture throughout the month.

Recruit AI

4:48

Focusing on conversion, lead generation, and retention makes sense for staying aligned with sales goals. It was great speaking with you today. Before we wrap up, do you have any questions about the role or the company?

Jessica Chinsky

5:02

I would love to hear insight on how the mission statement of the company is effective in day to day

Recruit AI

5:09

That's a great question.

Jessica Chinsky

5:09

excuse me again. Yes. Thank you.

Recruit AI

5:13

No problem at all. The company's mission is centered around promoting wellness and longevity, and it really drives everything we do day-to-day. This means focusing on delivering excellent client experiences, fostering strong community relationships, and continually looking for ways to help people improve their health and wellbeing. By aligning daily activities with this mission, the team works cohesively toward growth and impactful health outcomes. Do you have any other questions?

Jessica Chinsky

5:41

I would love to hear about how the company does with turnover and what happened that made this role available.

Recruit AI

5:48

I don't have specific details on turnover rates or the exact reason this role became available. However, I can share that the company is expanding rapidly within the wellness industry, which often creates new opportunities for growth and leadership. If you'd like more detailed information, I can connect you with someone who can provide further insight. Do you have any other questions?

Jessica Chinsky

6:12

That is alright for now. My last question was going to be about growth within the company. And I feel like you answered that with the last questions answered that this is a company that there is large opportunity for growth as it's growing rapidly.

Recruit AI

6:29

Yes, exactly. The company is definitely on a growth path, which opens up many opportunities for advancement and development. If you have any more questions, feel free to ask. Otherwise, we can wrap up for today.

Jessica Chinsky

6:43

I'm all good on my questions for today. So I think we would be good to wrap up. Is there any other questions you might have for me?

Recruit AI

6:50

No more questions on my end. It was great speaking with you today. We'll be in touch via email in the next few days regarding the next steps. Have a great day!

Jessica Chinsky

7:01

Under Wonderful. Thank you so much. I will, and you as well.

Recruit AI

7:08

Thank you! Take care.

Jessica Chinsky

7:10

Okay. Bye bye.

Recruit AI

7:13

Goodbye!