

Interview Transcript

Edith Agoston | Jul 15, 2026 at 11:59 AM | en-US

Recruit AI

0:00

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

Edith Agoston

0:06

Hi, I'm doing well. Thank you for asking.

Recruit AI

0:09

Thanks for your interest in the Ultimate Longevity Center General Manager - Chandler, AZ position with us. I'm excited to connect to learn more about your experience and how this role could be a fit for you. As part of the first step in our screening process, I'd like to get to know you better and answer any questions you had about the role and company - it should take around 10 minutes. Do you have any questions about the interview format?

Edith Agoston

0:34

No questions about the interview format.

Recruit AI

0:38

Great, let's get started. Tell us about yourself and what attracted you to this opportunity.

Edith Agoston

0:45

I am a professional health and wellness enthusiast. I have been working in the health and wellness industry for the last ten years. And that's ultimately what attracted me to this opportunity I love all of the offerings that this business is going to be offering. To the community in Chandler. And, uh, it just seemed like a really good fit with all of my skills as well since I have a background in management and customer service. And sales.

Recruit AI

1:19

It sounds like your passion and experience align well with this opportunity. Could you share a time you influenced someone to make a decision or take action?

Edith Agoston

1:29

Can you repeat that, please?

Recruit AI

1:31

Sure, no problem. Can you share an example of when you influenced someone to make a decision or take action?

Edith Agoston

1:41

Oh, sure. So I have been working as a health coach for quite some time. And I'm constantly influencing people to make better decisions to improve their quality of health. And, uh, recently I had a client ask me, uh, whether or not, um, certain diet changes were appropriate to help cleanse her physical body after surgery. And sharing the information that I had at my disposal, she was confident in my abilities to assist her, and she decided to sign on and proceed with the diet recommendations that I offered. And so far she's seeing extremely beneficial results. And her health has been improving on a weekly basis. So I'm pretty thrilled about it.

Recruit AI

2:35

That's a great example of having a positive impact on someone's health journey. What experience do you have that makes you a strong fit for this position?

Edith Agoston

2:47

For this position particularly, I used to manage Safeway stores and Trader Joe's stores So I am really accustomed to having a number of employees When I used to manage Safeway stores, I had more than a hundred employees. Per location. And I also, in addition to leading those employees, I also had sales objectives marketing initiatives, and, uh, customer service expectations to fulfill. And so I understand that this role had a variety of all of those, uh, deliverables as well. And so I have experience in all of those, and I feel confident that I am able to carry out the tasks at hand and, uh, definitely help improve the sales and outreach for this new business that's launching.

Recruit AI

3:40

It sounds like you've got extensive experience managing large teams and driving sales, which is essential for this role. Could you tell me about the strategies you've used to generate referrals or business-to-business partnerships?

Edith Agoston

3:54

Sure. Um, so in the past, uh, I have I had also some sales jobs as well. And in those, outreaches, I participated in cold calling, In terms of the actual grocery management sales and outreach, there wasn't much outreach that we needed to do as those were established, uh, grocery stores. So that wasn't part of the equation there besides just making sure that of course, the facilities looked presentable and inviting to the customers who were already coming in. Uh, but in terms of businesses I've worked for, where we did have to attract the clients to come in, I've done cold calling. I've done door to door sales before. I have also done online marketing. And, uh, run Facebook ads and things of that nature.

Recruit AI

4:57

You've certainly used a diverse range of strategies for generating business and reaching out to potential clients. When managing a sales team, what KPIs would you keep an eye on daily, weekly, and monthly?

Edith Agoston

5:12

Uh, the key performance indicators I would look for um, I I guess I would look at the trends, you know, are we increasing our numbers on a weekly basis? Are we retaining the business that we already have? Um, if there's a potential to upsell existing customers, what does that look like? Are we hitting those targets? I imagine there would be some targets provided to me, and, uh, I would do whatever tasks I could do, um, to ensure that I achieved those. So definitely sales, uh, sales targets, increase? So the trend, is it increasing? Are we hitting the deliverables? Uh, and then also, of course, paying attention to how the staff is performing, uh, are we getting good customer service reviews? Or what what's the feedback looking like, uh, in terms of our service and our staff. And, making sure that I'm providing adequate training in customer service and helping the staff, uh, to better serve the customers so that we can retain them and up them if the opportunity is there for that. And then, uh, probably also investing some time in in knowledge. I imagine we would, be learning a lot in advance before we opened up the business. In terms of all of the services that we offered. But just having some sort of a system in place where we can ensure that we can speak, you know, in an informative matter and that we're educated on every single service that we are providing. So that, uh, you know, customers feel safe and customers are, uh, feeling confident in our abilities to serve them and for them to be able to achieve their desired health goals at coming to see us for.

Recruit AI

7:13

You've got a clear approach to monitoring both sales performance and customer satisfaction to drive business success. It was great speaking with you today. We'll be in touch regarding

Edith Agoston

7:23

Thank you.

Recruit AI

7:25

You're welcome. Before we wrap up, do you have any questions you'd like to ask?

Edith Agoston

7:32

What does success look like, uh, in this role? What what are you guys looking for, uh, in terms of a candidate coming on board?

Recruit AI

7:44

Success in this role would likely involve meeting or exceeding sales targets, ensuring a high level of customer satisfaction, and fostering team development to support business growth. They're looking for a purpose-driven leader who is passionate about wellness and can deliver a premium experience while achieving measurable results. Do you have any other questions?

Edith Agoston

8:05

What would the next steps be in this interview process?

Recruit AI

8:09

After this initial screening, we'll review your profile and responses. If you're selected to move forward, we'll reach out via email in the next few days with the next steps in the hiring process. Do you have any more questions?

Edith Agoston

8:22

No, that's it for now. Thank you very much.

Recruit AI

8:26

You're welcome! If anything else comes up, feel free to reach out. Have a great day!

Edith Agoston

8:32

You as well.

Recruit AI

8:34

Thank you! Take care.

Edith Agoston

8:38

Bye.

Recruit AI

8:39

Goodbye!