

Interview Transcript

Emily Dones | Jul 22, 2026 at 9:20 AM | en-US

Recruit AI

0:00

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

Emily Dones

0:06

I'm doing great.

Recruit AI

0:09

Thanks for your interest in the Ultimate Longevity Center General Manager - Edmond, OK 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?

Emily Dones

0:32

No.

Recruit AI

0:35

Great. Let's get started. Could you tell us about yourself and what attracted you to this opportunity?

Emily Dones

0:41

My name is Emily Jones. Basically, what attracted me is that I've got current experience in growing businesses, generating revenue, I've got fifteen years of experience in the health care, wellness, and sales I guess, industry. Um, my background in includes managing multi location operations, leading teams, improving patient satisfaction and experiences, driving revenue, through measurable KPIs. I've worked in the home hormone optimization field and wellness field. So this is something that I feel is going to kinda match my skills and what I'm looking for.

Recruit AI

1:25

Thank you for sharing that, Emily. It's great to hear about your extensive experience in healthcare and wellness. Could you tell us about a time you influenced someone to make a decision or take action?

Emily Dones

1:37

Sure. A time that I influence someone to make a decision take action would have been at the Oklahoma men's club. Or I'm sorry, clinic. Um, basically, we've got a lot of patients that come in, and some of them are needing things like hormone replacement, testosterone. Some people are a little bit iffy about the treatment plans as far as cost and basically what I do is I take each patient into a room I have a consultation with them and then I ask a lot of questions. Asking them what they want, what they need, and what they're looking out of getting out of our visit. So, basically, what I do is I go over consultations and I've influenced many patients in purchasing different consultation packages.

Recruit AI

2:29

Got it, thanks for explaining that experience. It's interesting to see how you handle consultations and guide patients through their decision-making process. What experience do you have that makes you a strong fit for this position?

Emily Dones

2:44

I'm a strong fit for this position because I've worked in startups, uh, franchising. Um, one of the other places that I work at was at StretchLab where I was able to get hundred and fifty founding members through just coaching my team, a lot of networking, getting out into the community, building rapport, and then delivering knowledge on what stretching can do for them. So I've got experience in helping to build that business as well as in the Oklahoma men's club.

Recruit AI

3:18

Thank you for sharing that. It's impressive how you've grown membership and built connections in previous roles. What strategies have you used to generate referrals or business-to-business partnerships?

Emily Dones

3:30

Basically, strategies that I've used would be through consultation conversion rates, networking, managing KPIs, training my team on how to deliver value, also building relationships.

Recruit AI

3:50

Thanks for that insight. Building relationships and focusing on conversion definitely seem key. What KPIs would you monitor daily, weekly, and monthly if you were managing a sales team?

Emily Dones

4:03

It would be revenue growth, conversion rates, scheduling optimization, sales and patient satisfaction. Along with retention.

Recruit AI

4:19

Got it, thanks for outlining those KPIs. Monitoring those can really help drive success. 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?

Emily Dones

4:36

No.

Recruit AI

4:38

Alright, feel free to reach out if anything comes up. Have a great day!

Emily Dones

4:43

Thank you.

Recruit AI

4:48

You're welcome! Take care.