

Interview Transcript

Ava Radosevich | Jul 21, 2026 at 7:49 PM | en-US

Recruit AI

0:00

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

Ava Radosevich

0:04

That's how

Ava Radosevich

0:06

good. How are you?

Recruit AI

0:09

I'm doing well, thank you. Thanks for your interest in the Ultimate Longevity Center General Manager position in Largo, FL. I'm excited to connect to learn more about your experience and how this role could be a fit for you. We'll go through some questions, and it should take around 10 minutes. Do you have any questions about the interview format?

Ava Radosevich

0:28

No.

Recruit AI

0:30

Great! Let's get started. Could you tell me a bit about yourself and what attracted you to this opportunity?

Ava Radosevich

0:37

So my name is Eva. I am originally from Fort Lauderdale, Florida. I recently moved to the Saint Pete area. I have been in health and wellness for most of my career. So I was really drawn to this opportunity, um, given my past experiences. I like to help companies grow, and I like to grow with them. My most recent role has been social media marketing. Strategist at Kailila Creative and at Take Paws Rescue. But one of my favorite roles was managing club Pilates. I was their general manager and marketing event coordinator. And I helped them open a new location as well as expanding their current locations. To beyond six hundred members, which was a huge revenue increase as well as, membership base increase.

Recruit AI

1:27

Thanks for sharing about your background and experiences, Eva. It's great to hear how your past roles align with the opportunity here. Can you tell me about a time you influenced someone to make a decision or take action?

Ava Radosevich

1:39

Yes. I feel like I do that all the time. I'm always getting influenced and I like to influence myself. Um, a lot of the time in my role at Club Pilates, I had to sell memberships. Um, a huge part was selling the studio. We weren't just selling a membership. We were selling a lifestyle. So we would have intros three or four times a week, and we would have new clients come in. We also hosted events that I would put on And in at those events, we would convince people to also um, come to the studio and try out a class as well as getting a membership. In those times, we just reminded them that they were joining a community of people who wanted to better themselves and be a part of a just womanhood, um, a group of people that wanted to be do get get better and feel better about their bodies. And move with people who also felt that way. Um, and, usually, that was enough to convince someone to continue to do it. We grew the studio from a little less than five hundred members to over six hundred members under my management.

Recruit AI

2:45

It sounds like you effectively used community and lifestyle aspects to influence potential clients and grow membership. What experience do you have that makes you a strong fit for this General Manager position?

Ava Radosevich

2:52

I think all of my experiences make me a strong fit for this general manager position. I feel like I lead very well. I like to be a leader, and I like to help people see themselves in a better position, whether that's through the memberships that we sell, through the experience versus experiences we're offering, or through helping employees see how they can become better versions of themselves. I like to just influence people, um, whether I am their manager, whether I am their friend, whether I am the manager of the place that they're attending, I feel like that is really important to not only just be a face, but be a friend the people that you encourage and influence.

Recruit AI

3:42

It sounds like you have a strong focus on leadership and personal development, both for clients and your team. What strategies have you used to generate referrals or business-to-business partnerships?

Ava Radosevich

3:55

A lot. Um, I feel like my strong suit is events. I love event marketing. I do specialize in social media and events, and partnerships. So one of the things I did at Club Pilates was I started a ongoing event under my management. We had seventeen sold out events. It was called puppies and pilates, and we usually had three or four vendors at each event, we started with just a small forty person event at a local brewery. With Take Paws Rescue, who I currently work on their social media now. And we built a relationship after that event was posted. We had the tickets sell out in under an hour. So we realized we needed a bigger venue, so we expanded to a larger venue that could hold sixty plus people. And for the two years that I was managing and running those events, we've had seventeen sold out events with sixty plus people, which just through those numbers, you can see the growth that we had at the studio and also at the events. The not only did we grow, but the rescue we worked with grew and the companies we worked with as well grew, which just kept that relationship really strong. And to this day, I still help them with their flyers, just for free just because I really love the event, and I love to see the community happy together. Um, but, yeah,

Recruit AI

5:22

Your experience with event marketing and building strong partnerships sounds impressive, especially with such successful events. Now, what key performance indicators (KPIs) would you monitor daily, weekly, and monthly if you were managing a sales team?

Ava Radosevich

5:39

I would start with the amount of calls that we're making per day. I think the amount of calls versus the amount of leads that we're getting in are really important to look at. Lead generation is something that I worked a lot with, um, whether it's through natural lead growth, organic, um, or paid leads. It's really important to contact them as soon as they come in. So no matter who's working, that should just be the we track most is getting on them as soon as they're interested they can lose interest in a matter of five minutes. So if we can get to them within the first five minutes that they're into the system as well as just keeping that contact in in place. I usually like to say contacting them every week. And then once they're in the system for a month, every two weeks, And then if they we still haven't heard back, then we can kind of slowly stop con contacting until they start contacting us a little bit more. Um, another thing I look at is listening to the calls. I think that it's really important to have a strong sales team that actually likes what they're doing. It's hard to convince someone to join a studio, to join a club, a community if you're not excited about it as well. You have to really connect with those people. And some other things I would look at is how much we're transitioning. So if we make a hundred calls a day, and ten people answer the phone, but only one person signs up, in my book, that's great because that could be one person a day. But if we have three people making a hundred calls a day and ten thirty people answer and we have five people that sign up, it's even better. So seeing what strategies work with our sales team, I think everybody that works in sales brings something a little bit different to the table, and it's important as a manager to understand what that is. See that and make sure that they're bringing that out because someone might be able to make a hundred calls and convince one person, someone else might be able to make fifty calls and convince five people. It's not necessarily always about the quantity, but the quality of the person and what they're bringing. And I think that's really important, and not every person can be attacked with the same kind of management strategy. Everybody is a different person and needs different managing.

Recruit AI

7:59

You have a detailed approach to tracking and optimizing sales team performance while considering both the quantity and quality of leads and interactions. 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 chosen to move forward. Do you have any questions for me before we wrap up?

Ava Radosevich

8:19

No. I don't think so. I hope to hear back.

Recruit AI

8:22

Sounds good. Thank you for your time today, and have a great day!

Ava Radosevich

8:27

Thank you. You too.

Recruit AI

8:32

Welcome back, and sorry about the technical issue earlier. It looks like we've covered everything in our previous session. Thank you so much for your time. You can go ahead and end the call whenever you're ready.

Ava Radosevich

8:44

Thank you.