

Interview Transcript

Danielle Mccarthy | Jul 23, 2026 at 4:29 PM | en-US

Recruit AI

0:00

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

Danielle Mccarthy

0:07

I'm good. How are you?

Recruit AI

0:09

I'm doing well, thanks for asking. I'm excited to connect with you today. Thanks for your interest in the General Manager position in Edmond, OK with the Ultimate Longevity Center. I'm eager to learn more about your experience and see 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 have about the role and company. It should take about 10 minutes. Do you have any questions about the interview format?

Danielle Mccarthy

0:36

No.

Recruit AI

0:40

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

Danielle Mccarthy

0:49

Absolutely. I've been in the fitness industry and in leadership roles for about fifteen years now, and I found that that is what I'm most passionate about. I love developing teams, training people to excel in their roles. And I love doing that in an environment that is focused on helping people. Fitness industry just is something that I'm passionate about and has seemed to always be the best fit for me.

Recruit AI

1:17

That sounds like a great alignment with our focus here. With your background and passion for leadership and fitness, it's interesting to hear how those experiences might play into this role. Can you tell us about a time you influenced someone to make a decision or take action?

Danielle Mccarthy

1:35

Absolutely. So sales has always been a large portion of my role. Whether that was when I was in banking and encouraging people to get started on the right financial products for them or, again, in the fitness and helping them get started on their fitness journey with the right programming that they need. So it's all about connecting with the individual that's in front of you. And just talking to them about what their goals are and helping them see the value of what it is that you have to offer.

Recruit AI

2:02

Connecting with individuals and understanding their needs is a key part of influencing decisions. It's great to hear how you do that across different sectors. Moving on, what experience do you have that makes you a strong fit for this position?

Danielle Mccarthy

2:17

Think I have experience across multiple industries. That have allowed me to really dial in on what it is that I excel at. I excel at people development, and leadership and teamwork. I am really great at bringing an individual and a team from point a to point b and helping them and therefore the organization see success. I also excel at sales. In all of my previous roles, I have been a top sales performer. And I think one of the things that sets me apart is I am very capable of helping other people become great salespeople. So it's not just a trait that I have on my own, but my ability to teach that to other people I think, is the thing that really sets me apart.

Recruit AI

3:00

It sounds like you have a strong foundation in both developing talent and driving sales success. Those are crucial elements for a General Manager role. Now, what strategies have you used to generate referrals or business-to-business partnerships?

Danielle Mccarthy

3:16

A lot of the previous roles that I've been in required me to do marketing myself or to assist my team in doing marketing, whether that was going out into the community and just simply introducing ourselves and making connections with local individuals and businesses. So just being proactive and a part of the community environment. Phone calls, following up on leads that we have, making a good initial impression on an individual that makes them want to come back. It's all about generating traffic and making good impressions.

Recruit AI

3:48

Engaging with the community and fostering good relationships is a fantastic way to generate referrals and partnerships. It speaks to your proactive approach and people skills. What KPIs would you monitor daily, weekly, and monthly if you were managing a sales team?

Danielle Mccarthy

4:07

If I was managing a sales team that was appointment based, then I would look at our efficacy and setting appointments. So how many appointments are we getting set each day? How many of those appointments are showing? And then what the close percentage is. Sometimes I like to back that out even a little bit further and say, what effort is being put into making those appointments. But appointment set appointments that show, and then the close percentage or the main KPIs that I would look at, to dial into what behaviors might need to be coached on.

Recruit AI

4:38

Focusing on those key performance indicators can certainly help identify areas for improvement and coaching opportunities, which is essential for a sales team. It was great speaking with you today. We'll be in touch via email in the next few days regarding the next steps in the hiring process if you are successfully chosen to move forward. Do you have any questions for me?

Danielle Mccarthy

4:57

No. I do not. Thank you.

Recruit AI

4:59

You're welcome. Thank you for your time today. If anything comes up later, feel free to reach out. Have a great day!