

Interview Transcript

Stephanie Kunold | Jul 30, 2026 at 2:24 PM | en-US

Recruit AI

0:00

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

Stephanie Kunold

0:07

Good. Thank you.

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?

Stephanie Kunold

0:32

No. I do not.

Recruit AI

0:34

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

Stephanie Kunold

0:43

Yes. Um, so I've been in the health, wellness, fitness space for over close to thirty years, and I'm loving the idea of longevity and how science is come to make a big impact in the fitness industry. I started out in corporate health and wellness. I pivoted my career over having children and went into management of fitness facilities. I managed over four different fitness facilities, and overseeing teams of personal trainers and group fitness instructors. And then I've also worked in aging space, working with older adults in post physical therapy, rehabbing them, and then during COVID taught online virtual active aging classes for the senior population. And I really enjoy working with the senior population as well as other ages.

Recruit AI

1:38

That's a wonderful blend of experience across different areas in wellness and fitness. It sounds like you've seen a lot of transformation in the industry. Can you share a time when you influenced someone to make a decision or take action?

Stephanie Kunold

1:53

Yeah. So working with the older population, you see that once they stop moving, their life and longevity diminish. And so it's really important to me to educate everybody no matter what your age is to maintain your fitness level by keeping moving. Especially strength training in women as we age maintaining our muscle mass is hugely important. So I've had many clients where I've been able to work with them in regards to maintaining movement, mobility, balance, and then, uh, just keep on moving. And I had one participant who had an accidental fall And she didn't break her hip, but she had a little femur fracture. And she was able to recover more rapidly than somebody who had not been weights or strength training or working out.

Recruit AI

2:45

That's a great example of how impactful guidance and support can be, especially in encouraging people to maintain their fitness throughout life. What experience do you have that makes you a strong fit for this position?

Stephanie Kunold

2:59

Well, I think with my education, I've got a master's in exercise science as well as education. I was a certified athletic trainer out of my bachelor's degree, so I got a sports medicine background. And just working around every population from young athletes to college athletes as well as the aging population. I think I've got a very well rounded background in education as well as experience and be able to work with anybody in this space.

Recruit AI

3:29

It sounds like you have a comprehensive background that aligns well with the role. What strategies have you used to generate referrals or business-to-business partnerships?

Stephanie Kunold

3:40

So word-of-mouth is usually the best way. I live in a small community and actually my biggest advocates are people who actually have worked with me just word-of-mouth and referring people. There's other avenues, of course, with social media the way it is and everything we can do on the Internet. It's a great way to market and build a foundation for more people to be get involved.

Recruit AI

4:03

Using both personal referrals and digital channels sounds like a well-rounded approach. To wrap up, what KPIs would you monitor daily, weekly, and monthly if you were managing a sales team?

Stephanie Kunold

4:18

Yeah. So depending on what the the facility actually works with, you know, doing weekly and monthly KPIs around any types of sales trainings, um, products, and then memberships, and looking at where the growth needs to happen, making sure that there is growth and making sure that there is a steady increase in sales as well as membership increasing and getting more people in the door.

Recruit AI

4:45

Keeping an eye on those metrics can definitely help in driving growth. 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. Have a great day. Do you have any questions for me before we end the call?

Stephanie Kunold

5:03

No. I don't. Thank you for your time.

Recruit AI

5:06

You're welcome. Thank you for your time as well. Have a great day!

Stephanie Kunold

5:12

You too.

Recruit AI

5:13

Take care!