

Interview Transcript

Spenser Camasso | Jul 30, 2026 at 3:46 PM | en-US

Recruit AI

0:00

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

Spenser Camasso

0:06

I'm doing great. How are you doing today?

Recruit AI

0:09

I'm doing well, thank you. 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?

Spenser Camasso

0:34

I do not.

Recruit AI

0:37

Great, let's get started then. Can you tell me about yourself and what attracted you to this opportunity?

Spenser Camasso

0:45

My name is Spencer. I've been in sales and management for closing in on five years now. Just about five years I've been in sales. Management is just about five as well. What attracts me to this position is something new, something else to challenge myself with, which I think is a great opportunity. And I love what you guys are offering over there.

Recruit AI

1:06

Thanks for sharing that. Could you tell me about a time when you influenced someone to make a decision or take action?

Spenser Camasso

1:14

Of course. So at my current job, we are promoting someone in one of my other studios right now. And I am trying to help her out as much as I can as, um, her her leader and her manager as we start to transition and get her ready for that role. She has made a calling and asking about certain situations, and I'm more so turning on her and have her answer those questions for me. Not really as much of a test, but just to kinda see where her opinions are, what she thinks of current situations. Kinda thinking on her feet And from there, I guide her to making the correct decisions.

Recruit AI

1:46

Got it, thanks for sharing. What experience do you have that makes you a strong fit for this position?

Spenser Camasso

1:54

I started out doing sales back in solar. This was a long not a long ago, but a little while ago, about twenty twenty one. About five years ago, I started in sales with Sunrun. After that, I moved into a fitness position over at Stretch Zone. I was also a personal trainer for about six or seven years. Prior to all of this as well. Although I did the stretch zone position, started out as a flexologist, moved up to assistant manager, and then general manager. And then I moved to Las Vegas for that role. After that, I moved to Phoenix, Arizona once that didn't work out, and I started here with Stretch Lab where I've ran one studio for about three months and then a total of two studios for about a year eight or nine months now closing in at two years. So I really feel like my background in sales and management could be helpful for this position.

Recruit AI

2:48

Thanks for that detailed overview. What strategies have you used to generate referrals or business-to-business partnerships?

Spenser Camasso

2:58

A lot of strategies I've been using, especially for the business to business partnerships, it's really just about getting out there, offering them something in return, Hello. If you post this on your social media, we will post you on ours. You can always set up a table at our facility or our studio to try to dream drive business over to you guys. If we can do the same thing. So business to business partnerships in that sense. Also offer for us to send out emails if they'll do the same, create a Canva for that. If you come in for a discounted stretch, you get free session over there. There's a lot of different opportunities there. And for referrals, it's just about asking them. You can make it a friendly competition between employees because there are a lot more

Recruit AI

3:39

That's a solid approach. When managing a sales team, what KPIs would you monitor daily, weekly, and monthly?

Spenser Camasso

3:49

So I would monitor almost all of them on the same cadence as that. A lot of them I would monitor daily, uh, for my sales team is how many prospects did they reach out to. How many prospects answered? How many prospects did we get in to come for a first visit or intro? How many of those did we translate from that first visitor intro, into a member? Those are gonna be some of the main KPIs I look at. Again, a lot of them are gonna differ between the day, the week, the month if we're being specific. For the day, I'm gonna be monitoring calls. How many people answered, how many they called, For the times where people are in, that might be more of a weekly KPI, just a bunch it altogether. How many people came in and how many new memberships we got? And for the month, I would look also at that, and I would also look at our churn rate.

Recruit AI

4:38

Appreciate the detailed breakdown. 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. Before we wrap up, do you have any questions for me?

Spenser Camasso

4:53

I do not.

Recruit AI

4:56

Alright, if any questions pop up later, feel free to reach out. Have a great day and goodbye.

Spenser Camasso

5:03

Thank you. You too.

Recruit AI

5:05

Thank you! Take care.