

Spenser Camasso

General Manager

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Professional Summary

Dynamic professional with over 3 years of experience in high-performance sales and operations management. Recognized for exceptional client engagement, outbound communication, and team development. Proven expertise in sales strategy, candidate sourcing, and delivering results in fast-paced, competitive environments.

Work Experience

Dual Studio Manager

StretchLab | Chandler, AZ

December 2024 to Present

- Oversee full operational performance across two studio locations, including sales, staffing, hiring, and customer experience
- Led full-cycle recruiting and hiring for sales and operations staff across both studios, building and developing high-performing teams
- Scaled membership base from 4 to 75+ members within 4 months, driving rapid and sustained revenue growth
- Managed and coached team members on sales strategy, KPIs, and client retention, improving consistency and overall team performance
- Implemented structured outreach and follow-up systems to increase lead conversion and client engagement
- Maintained accountability across locations by tracking and optimizing daily, weekly, and monthly performance metrics

General Manager

Stretch Zone | Las Vegas, NV

November 2022 to December 2024

- Built flagship store ranked number one company-wide for six consecutive months, winning a national contest among 340+ studios
- Developed and implemented store strategies to increase KPIs and improve P&L performance
- Oversaw workflow and operational efficiency to maximize profits and enhance client retention
- Delivered exceptional client experience by managing compliments, billing, and new client requests

Sales Manager

SUN RUN SOLAR | Palm Desert, CA

June 2021 to June 2022

- Presented and sold solar products to new and existing customers, educating them on superior energy solutions
- Consistently closed deals and met monthly sales targets in a deadline-driven environment
- Exceeded solar sales revenue by 30% within the first six months
- Guided customers through product selection to ensure satisfaction and retention

Education

Kinesiology (Associate's degree)

College of the Desert | Palm Desert, CA

September 2019 to June 2022

HIGH SCHOOL DIPLOMA

PALM DESERT HIGH SCHOOL

June 2012

High school diploma or GED

Skills

Sales Recruiting Negotiation Prospecting Communication skills Organizational skills Sales Management Consultative selling CRM software Salesforce Outbound calling Candidate sourcing Interviewing Business development Leadership

Certifications and Licenses

CPR Certification

First Aid Certification

AED Certification

Driver's License

ServSafe

Food Safety Certification

Additional Information

SKILLS

Very hardworking, customer-orientated. Excellent with customers and other forms of clients, works very well in groups and alone, great at selling and promoting new deals and promotions. Very fast learner.