

Interview Transcript

Adriana Esparza | Aug 1, 2026 at 9:26 AM | en-US

Recruit AI

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

Adriana Esparza

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I'm doing great. How are you?

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I'm doing well, thanks for asking. 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?

Adriana Esparza

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No.

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

Adriana Esparza

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Yeah. So I'm originally from, uh, Chandler, Arizona. I got my bachelor in sports management back in twenty eighteen. Um, and then after that, I moved to New York, became a flight attendant. Uh, wanted to get all the traveling out of my system. Uh, moved back home, wanted something more fulfilling. And then that's when I kind of got my interest into fitness and wellness and health care. Um, so that's when I went to nursing school. Just recently graduated, uh, over a year ago now. So I've been in the field, um, but my true passion relies or, yeah, is on, um, preventative care. And making people feel their act absolute best. Um, a lot of times I've seen in the hospital or anywhere else at that, um, people just being pushed around and not being heard. And not really understanding how great they truly can be So when I found this position, I was like, wow. This is everything that I've been looking for. Um, and although it's not even clinical, it's something that's so exciting. I still love the whole leadership business. Growing something, um, the numbers that you can actually see grow. And then also that human connection still that you'll get. When anyone comes in through those doors. Just wanna make them feel really comfortable, um, and focus on that retention and growing.

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That's a wonderful journey you've had, blending your passions for travel, fitness, and healthcare. It sounds like this role aligns well with your interests in wellness and leadership. Let's move on—can you tell us about a time you influenced someone to make a decision or take action?

Adriana Esparza

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Yes. Um, so that's with my current role now. Um, I work at Clear Acne Treatment Centers, um, and I am actually the only employee at that location. So everything is kind of on me. From all the operational things to

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It sounds like you're really taking on a lot in your current role and leading the

Adriana Esparza

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that's that's really, um, just making them feel comfortable with the decision and educating them on what they already want. So they're in there for a reason. Um, they want it. They just don't know that they want it as as they need to. So you're kind of just building that trust, really listening to their needs, and then you're kinda tapping into that that emotion. That's what's kind of driving, um, all of these purchases. Um, so it's really just getting to know them, getting them to trust you, and then just educating them on why this is so important for them. It really just becomes something natural and just flows.

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That's a great approach, focusing on trust and education to guide customers toward decisions that benefit them. It sounds like you have a strong knack for connecting with people and helping them see the value in what you're offering. Now, what experience do you have that makes you a strong fit for this position?

Adriana Esparza

3:50

Yeah. So like I just mentioned, um, I'm currently running a facility now. Right now, we're bringing in over a hundred k a month, and that's just on one person getting series of three treatments, which is kind of impressive because it is also a start up. Out here anyway in Arizona. And then before that, I used to work at, um, Orange Theory and I was a studio manager there. So I was a part of the hiring, the firing, um, running the whole show, working on, like, you know, sales revenue, trying to get out there, spread the word. Um, so I have familiarity with that. And then also, I'm still coach at forty five, so I'm still selling memberships there and focusing on building a really

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It sounds like you have a diverse background in both management and sales within the health and wellness industry. Your hands-on experience in running operations and building client relationships seems like a perfect match for this role. What strategies have you used to generate referrals or business-to-business partnerships?

Adriana Esparza

4:58

Yeah. So word-of-mouth is obviously amazing. You wanna just give the customer the best experience and then that alone will just kind of spread Um, but, of course, the traditional, like, going out to local businesses, um, trying to know, let them know, like, hey. We're brand new. We're here. And just making a really strong presence, um, in that Chandler area. And it's such a big city, and there's so many areas that we could hit. Um, and then getting partnerships with, like, you know, other physicians or chiropractors. People who work in aesthetics, you know, people who would really be interested in this type of, um, service. Um, and then, obviously, the people who go to their, um, you know, companies would also kind of filter into this company as well.

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Those are effective strategies, focusing on fostering strong community ties and strategic partnerships. It's great that you're thinking about how to leverage relationships with complementary businesses. Moving on, what KPIs would you monitor daily, weekly, and monthly if you were managing a sales team?

Adriana Esparza

6:09

So, obviously, um, the net sales, like, how much are we actually bringing in? Um, how much is going out? Um, and then just retention rate, um, looking at how many people are, um, coming in, how many of those are we closing, Who are the people who are walking away? Why are they walking away? Just employee performance. And those are probably the the big um, like, who's showing, who's not showing, and are we closing them? That's gonna be the biggest determinant because we wanna have that number as high as we can. Um, and then focus really on that retention.

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Those are all key metrics to keep track of, especially when it comes to understanding client behavior and sales effectiveness. Keeping an eye on these areas will definitely help in driving growth and improving performance. 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 wrap up?

Adriana Esparza

7:12

Nope. Thank you so much.

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7:15

You're welcome! Feel free to reach out if anything comes up. Have a great day, and take care!

Adriana Esparza

7:21

You too.