

Interview Transcript

Vanessa Auguste | Jul 31, 2026 at 11:56 AM | en-US

Recruit AI

0:00

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

Vanessa Auguste

0:05

I'm doing well. And yourself?

Recruit AI

0:10

I'm doing great, thanks for asking. I appreciate your interest in the General Manager position at Ultimate Longevity Center in Boca, FL. I'm looking forward to connecting with you to learn more about your experience and see how this role could be a good fit for you. Our chat today should take about 10 minutes. Do you have any questions about how this interview will go?

Vanessa Auguste

0:30

No. I don't.

Recruit AI

0:34

Great! To start, could you tell me a bit about yourself and what attracted you to this opportunity?

Vanessa Auguste

0:42

Well, yes, my name is Vanessa August, and I have been, working in the health care industry for over thirteen years. But in the longevity side, I have been doing it for about six to seven years. What attracted me to that, um, to the opportunity is that the from the job description, if it's well with my job is with my past employment. And I believe, uh, it will be a great fit for me.

Recruit AI

1:12

Thank you for sharing, Vanessa. It sounds like you have a lot of relevant experience. Could you tell me about a time when you influenced someone to make a decision or take action?

Vanessa Auguste

1:24

Yes. In my past employment, my last employment, actually, had influence the front desk receptionist You basically I restructured her whole I I restructured her whole job descriptions She was doing everybody else's job instead of hers. So when I came in, I developed a structure where she was only responsible for the front desk, and categorized her work priorities. For example, instead of her when I was there, she was scanning labs. She was actually fitting in for the medical assistant as well. So then by doing that, her pile of work her work became a lot of work. I'm so sorry. Her load of work became a whole lot. So when I came in, I re we struck that. And, also, um, I convinced the owner of the practice to go digital. Instead of paper. So that was one of them. Actually, two of them.

Recruit AI

2:34

Thanks for sharing that example, Vanessa. It sounds like your approach made a significant positive impact. Can you tell me about the experience you have that makes you a strong fit for this position?

Vanessa Auguste

2:35

The experience that I have that makes me a strong fit for this position, it's the fact that when I go to a company, when I start working for a company, I take my time to assess the problems first. Then I come with the solutions after at least a month of assessment. And, also, the fact that I am responsible for a full p and I, And, yeah. So, basically, that's why.

Recruit AI

3:20

Got it, thank you for sharing that approach. Now, what strategies have you used to generate referrals or business-to-business partnerships?

Vanessa Auguste

3:30

Business to business partnerships, I myself um, a lot of times, I research other clinics or I research other for example, attorney's offices or it could be golf courses. It could be any other um, companies that I can offer the services. For for example, I know that if there's a real estate corporate law firm, they might want a referral program for their employees. So me personally, I will research and go to these companies myself as a business development as well. And and offer the services. I'll ask to speak to a manager. If no one answers me, I'll go there personally. Or, I we research. It could be by word-of-mouth, or I do the research myself.

Recruit AI

4:25

That's a proactive approach, researching and reaching out directly. What about the key performance indicators—what KPIs would you monitor daily, weekly, and monthly if you were managing a sales team?

Vanessa Auguste

4:39

If I was managing a sales team, the KPIs that I would that I would actually manage for weekly and monthly and daily? Did well, the way that I set up my sales team were they have a calendar and a group of companies or referral programs that they actually have to go to and produce these numbers from. So we have a CRM system as well. I believe I use the CRM systems to track them down. And I set up goals where I'm supposed to receive a certain amount of referrals for the week, um, for the month, these referrals are the way I track it, the KPIs for the month, these referrals from the weekly ones, they need to be transferred into leads and also actual conversions for the patients at the end of the month. So for the weekly ones, I track the number of referrals button to, um, the office for the monthly ones. I track if these leads turn into conversion.

Recruit AI

5:49

Thanks for outlining those strategies. It seems like you have a solid plan for managing and tracking sales 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. Do you have any questions for me?

Vanessa Auguste

6:07

Yes. I have one question. Just wanted to know how many employees does, um, the center have?

Recruit AI

6:15

I don't have that specific number on hand, but I can pass your question along to get more details for you. Do you have any other questions?

Vanessa Auguste

6:25

No. Actually, yes. I do. Uh, the number of physicians that work there.

Recruit AI

6:31

I'm not sure about the exact number of physicians either, but I can find out and get back to you with that information. Anything else you'd like to ask?

Vanessa Auguste

6:39

Last question. Yes. And the services that are offered at the longevity center.

Recruit AI

6:46

I don't have the specific list of services right now, but I can arrange for someone to provide more detailed information on that. If there's anything else, just let me know.

Vanessa Auguste

6:55

No. That's it. Thank you.

Recruit AI

6:58

You're welcome! If you think of any more questions later, feel free to reach out. Thanks for your time today, and have a great day! You can end the

Vanessa Auguste

7:06

Thank you.

Recruit AI

7:08

Take

Vanessa Auguste

7:08

Bye bye.

Recruit AI

7:11

Goodbye!