

Interview Transcript

Jessica Eisenbarth | Jul 30, 2026 at 3:00 PM | en-US

Recruit AI

0:00

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

Jessica Eisenbarth

0:06

I'm good. How are you?

Recruit AI

0:10

I'm doing well, thanks for asking! I'm excited to connect with you today. Thanks for your interest in the Ultimate Longevity Center General Manager position in Boca, FL. I'd love to learn more about your experience and see how this role could be a great fit for you. This will take about 10 minutes. Do you have any questions about the interview format before we start?

Jessica Eisenbarth

0:29

I do not.

Recruit AI

0:32

Great, let's dive in. Tell me about yourself and what attracted you to this opportunity.

Jessica Eisenbarth

0:41

But I have previously worked in health care in the sports industry, in, um, nutrition, in planning. And in health care. It all ties together. So I'm very interested in the position because it's something that I care deeply about. It's something that I invest in most in myself. And I feel like our vision align when I was reading through the expectations. So for me, being in a position where I believe in what we're doing, that's very important.

Recruit AI

1:19

It's always great when personal passions align with professional opportunities. Speaking of your experience, can you tell me about a time when you influenced someone to make a decision or take action?

Jessica Eisenbarth

1:32

So my current position, I'm the operations and community relations manager at the Jelly Museum. I was brought on prior to opening. My owners and my ownership group here, they're originally from the Ukraine. And we had a lot of conversations regarding what their vision is how they'd like to open, and what their expectations are. I came in because of my relations with the community and how business works South Florida with the city of Pompano. So there have been multiple times prior to opening and at opening where I would have to present an executive proposal and I was met with much feedback, and much pushback. Simply because there is a gap in communication and a gap in understanding maybe the city laws and the government laws here. So I would have to work through this problem, and I would have to figure out how to communicate in a way that I can express what needs to be done. This happened a lot in the beginning, but it was a collaborative effort where we talked through everything over and over again. I presented documents, and then we eventually got somewhere. So I was able to sort of push them in the right direction, but also extend what the proposal was. Kind of influencing why we should go a step further, why we should link with a partner or community member another organization once we got past the original shoe. So I do feel like currently right now in my position, there's a lot of that. Every single week, it's a lot of executive proposals a lot of pushback, and then I have to sort of learn. Educate myself on how to communicate, how to present them in a way that they can understand, they can translate, and how to meet with the different cultures and the different understanding of laws, guidelines, So I have a lot of impact in terms of, like, the influence on the partnerships we make, the advertising we do, the marketing that we do is a partner versus who's not a partner. So I've been able to influence that a lot. I've also recently was able to do an executive proposal to add another division to our museum. For not for profit. So I spent weeks researching and building a whole executive profile. And I was able to influence the ownership into agreeing So we are starting a not for profit section for the museum.

Recruit AI

4:28

Thank you for sharing that. It sounds like you've had a lot of success influencing decisions and guiding your team towards collaborative solutions. Let's move on to discuss what experience you have that makes you a strong fit for this position.

Jessica Eisenbarth

4:45

I always like to go back to the first thing I ever did graduating college. It just so happens that it was the business that I started. When I graduated college, I moved back to New York, and I started Long Island's first all girls soccer academy. No amount of education or classroom time had prepared me for teaching myself from the ground up every asset Right. Every aspect of a business. So I taught myself marketing, advertising, accounting, finance, HR, operations. Permitting, government, community relations, So my base very early on was to understand a business as a whole and how it works together. I learned hiring. I learned how to communicate. I learned how to develop employees. And I carry that with me through all of my jobs while growing and learning Every career path is an opportunity to develop on that phase.

Recruit AI

5:53

That foundational

Jessica Eisenbarth

5:54

So at so I feel the general manager somebody with the knowledge and the background of total picture. Business. Is important.

Recruit AI

6:09

It sounds like your diverse experiences have given you a strong understanding of how a business operates as a whole, which is crucial for a General Manager role. What strategies have you used to generate referrals or business-to-business partnerships?

Jessica Eisenbarth

6:24

That's good. So currently, the type of business that I'm in and in the market that I'm in South Florida, think it's really, really important to be a part of your chamber of commerce and to integrate yourself into the city. They're your biggest supporters, and they have the ability to connect you with anybody. I go to the networking events. I go to the city meetings. I've joined three professional organizations, the Gold Coast Concierge. MPI, So I spend my time outside of office. Nesting and talking and exchanging business cards with different business owners, executives, managers, employees from all over South Florida. So I dedicate my time to building those relationships, and then I on those relationships. So once I get those business contacts, I immediately send them a thank you note, and I invite them to meet with me in the future to discuss how we can partner, how we can build together, how we can support one another. I think the relations in any type of business and knowing your neighbors is one of the most critical things.

Recruit AI

7:40

Building and nurturing relationships seems to be a key part of your strategy, which is essential for generating partnerships. Moving on, what KPIs would you monitor daily, weekly, and monthly if you were managing a sales team?

Jessica Eisenbarth

7:57

Um, so for sales, specifically, I think that KPI should be set every single day. I think every sales, representative should understand what the sales goal for the business is daily. I think they should understand what their sales contribution is and their goal. And what all their other teammates goals are and how meeting those goals as a team to the sales goal that the company needs. Depending on what you are selling, I would break it down by the product memberships, add ons, There should be a goal for every single day. Add every single day goal and KPI. Should reflect in the weekly numbers and the monthly. Numbers. And then at the end of the week, you can compile all that information to make sure you're reaching your goals. I share that with my team so they understand where we are and where we need to go. Even if you don't make your goal and you fall behind, I usually roll that into the following week. So all the numbers reflect that, and we talk about that. And then as we move through the month, we can analyze where we are. And then when we finish the month, we talk about it as a team. Depending on how the business works, I usually roll over any deficit until the following month. Hopefully, though, everyone ends to sales, if not higher.

Recruit AI

9:14

Your approach to setting daily, weekly, and monthly goals and communicating transparently with your team seems very effective for driving performance. It was great speaking with you today. We'll be in touch via email regarding the next steps in the hiring process in the next few days. Do you have any questions for me before we wrap up?

Jessica Eisenbarth

9:33

I do not. Thank you.

Recruit AI

9:35

You're welcome. If anything comes up later, feel free to reach out. Have a great day!

Jessica Eisenbarth

9:42

You too.

Recruit AI

9:43

Take care!