

Interview Transcript

Dennis Wright | Aug 5, 2026 at 3:44 PM | en-US

Recruit AI

0:00

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

Dennis Wright

0:06

Good. Yourself?

Recruit AI

0:08

I'm doing well, thank you! Thanks for your interest in the General Manager position at Ultimate Longevity Center in Largo, FL. I'm excited to connect and learn more about your experience and how this role might be a good fit for you. Do you have any questions about how our interview will work today?

Dennis Wright

0:25

No. I understand it clearly.

Recruit AI

0:27

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

Dennis Wright

0:36

Great. Well, my background obviously is in wellness. As you see through my resume, we're able to kind of go over everything from personal training, nutrition coaching, but more importantly, leadership. And my background, which covers through all types of different management from small boutique clinics in the wellness industry, uh, also to large commercial gyms.

Recruit AI

0:59

Thanks for sharing that. It sounds like you have a solid background in wellness and leadership. Could you describe a time when you influenced someone to make a decision or take action?

Dennis Wright

1:09

Yeah. Absolutely. Through leadership roles, I've managed large teams. I've purchased two hundred and fifty employees from wellness call centers. A lot of those times, you're monitoring their sales performance. Based upon their sales performance, you're kind of helping with the retrain. You're also focusing on the KPIs. Basically, through the metrics, you're able to see exactly where this person needs help and how we could better assist them to create stronger sales platforms. So an individual, I couldn't say there's specific time. However, this is something I've done for over ten years now.

Recruit AI

1:43

Got it, thank you. That makes sense. With your extensive experience, what aspects make you a particularly strong fit for this General Manager position?

Dennis Wright

1:54

I believe that you're gonna be very tailored towards membership sales. Customer service. And, of course, in this industry, it requires a luxury customer service. And what that entails is basically from start to finish, being there for the patient, but also being there for your employees. Working on your sales teams and the sales development platforms that we're using for lead generation and marketing.

Recruit AI

2:20

That's a strong focus on customer service and team support, which is great to hear. What strategies have you used to generate referrals or business-to-business partnerships?

Dennis Wright

2:32

Yeah. I mean, business to business partnerships are huge. Right? So in the wellness industry, you have everything from events to local wellness clubs. Uh, med spas even are a great connect. When you're talking about longevity. Longevity, you're focused a lot on HRT treatments. Peptides, GLP-1s. So you're going to look at the market, especially in Largo, where we can kind of interact with companies that are like minded individuals, but also platforms. I mean, usually through, like, Google Analytics, we're gonna use keywords that is gonna drive traffic for new membership growth. And new clientele.

Recruit AI

3:09

You're focusing on effective partnerships and leveraging analytics, which is a smart approach. What key performance indicators would you monitor daily, weekly, and monthly if you were managing a sales team?

Dennis Wright

3:13

Well, starting daily, we're gonna focus on conversion rates. So, essentially, how many leads are coming in what our closing ratio is, and then, of course, what our cost per acquisition for each one of those customers. Through a weekly and monthly basis, we're gonna focus on our salespeople, our sales team from the front desk all the way management who is continuously closing those deals having the face to face interactions with our patients. So So at the end of the day, reporting is key. Reporting should be shared with the employees, but also more importantly with the owners so we can make sure that there's a lot more money going out, um, through our marketing and also, of course, the money that's coming in house for our sales profitability.

Recruit AI

4:06

Thanks for explaining your approach to monitoring KPIs for a sales team. It was great speaking with you today. Do you have any questions for me about the position or company?

Dennis Wright

4:09

Right. How long has this position been available for?

Recruit AI

4:19

I don't have the exact timeframe for how long the position has been open, but I can find out and follow up with you. Do you have any other questions?

Dennis Wright

4:27

Yeah. This company itself, is it a actual franchise? Or is this a single location?

Recruit AI

4:34

Ultimate Longevity Center is part of a fast-growing premium wellness and longevity brand. While I don't have specific details about its organizational structure, I can connect you to someone who does. Do you have any other questions?

Dennis Wright

4:47

Well, I think from there, I'll be able to do my own research. That'll be great for today. Thank you.

Recruit AI

4:52

You're welcome. If any more questions come up, feel free to reach out. Have a great day!

Dennis Wright

4:57

You as well. Bye bye.

Recruit AI

4:59

Goodbye!