

Interview Transcript

Jason Wyns | Aug 6, 2026 at 2:37 PM | en-US

Recruit AI

0:01

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

Jason Wyns

0:08

I'm doing well. Thanks for meeting with me.

Recruit AI

0:12

Great to hear! Thanks for your interest in the Ultimate Longevity Center General Manager position in Largo, FL. I'm excited to connect and learn more about your experience and how this role could be a fit for you. This conversation should take around 10 minutes. Do you have any questions about the interview format?

Jason Wyns

0:30

I do not.

Recruit AI

0:32

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

Jason Wyns

0:39

Think what attracts me most about this opportunity is that I've always been found myself in the intersection of health and wellness and longevity and performance. And so, yeah, it's right up right in line with businesses that I've built and I've been doing for the last fifteen years.

Recruit AI

1:04

It sounds like you have a strong background in areas closely related to this role. That aligns really well. Can you share a time when you influenced someone to make a decision or take action?

Jason Wyns

1:16

Sure. I think many times in my experience it's about process of building value in showing how it might be helpful for these clients to to engage with. So in a position similar to what ULC is is trying to accomplish here. I had a longevity business that included red light therapy, cold water immersions, infrared saunas, float therapy, nutritional and recovery services as well. And so, yeah, there's many times where I would explain to the clients the benefits share with them my personal experience and introduce them as how adopting these services into their life help them to reach their goals.

Recruit AI

2:21

That's a great example of using your expertise to guide clients toward better choices for their well-being. What experience do you have that makes you a strong fit for this position?

Jason Wynn

2:32

Fifteen plus years in strength and conditioning, athletic performance. Like I mentioned earlier, I uh, owned a holistic wellness spa. I also owned a private training facility as well. So not only am I equipped, educationally and I've also am equipped in the operational side of things as well. Starting, growing, and scaling a business.

Recruit AI

3:03

That's quite a varied and comprehensive background you've got, which seems quite aligned with the challenges and goals of this role. What strategies have you used to generate referrals or business-to-business partnerships?

Jason Wynn

3:18

The biggest strategies, uh, involve using your current clientele through word-of-mouth. So that's the the the strongest and most closely knit is influenced through there, but also through Google reviews, through social media marketing campaigns, and referrals as well.

Recruit AI

3:45

It sounds like you've leveraged various channels to grow and maintain client relationships effectively. What KPIs would you monitor daily, weekly, and monthly if you were managing a sales team?

Jason Wynn

3:58

Thanks, important KPIs are the ones that involve the client experience, like client retention. And client usage. And that makes us aware that they find value in the services and are utilizing it that on a regular basis. From an operational standpoint, you want to see the conversions of consultations to memberships, and also revenue growth.

Recruit AI

4:30

Those are solid metrics that can really help gauge both client satisfaction and business 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?

Jason Wynn

4:47

Great speaking with you as well.

Recruit AI

4:50

Thanks! If you think of any questions later, feel free to reach out. Have a great day!

Jason Wynn

4:55

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Recruit AI

4:57

No worries, take your time. What would you like to add?