

Interview Transcript

Darby Dowdell | Aug 7, 2026 at 11:48 AM | en-US

Recruit AI

0:04

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

Darby Dowdell

0:10

Hey. I'm doing great. Thanks for asking.

Recruit AI

0:13

Thanks for your interest in the Ultimate Longevity Center General Manager - Largo, FL 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?

Darby Dowdell

0:36

Um, not at the moment.

Recruit AI

0:40

Great, let's get started then. Tell us about yourself and what attracted you to this opportunity.

Darby Dowdell

0:47

So what really attracted me to, um, longevity is I love to help others stay beautiful and be beautiful and live longer. And that's something I truly enjoy myself. I I am full on, you know, about you know, beautiful you know, like, being beautiful and having injectables. And, um, staying healthy, and growing a business. So that's that's why, like, I'm really driven to the company. I feel like it would be an awesome fit for me Absolutely.

Recruit AI

1:28

That's wonderful to hear, especially since the role focuses on wellness and helping people improve their lives. Let's dive into some more specifics. Can you tell us about a time you influenced someone to make a decision or take action?

Darby Dowdell

1:41

Yes. So I feel like I'm always actually influencing people in a positive way to take action. When I owned a yoga studio, during COVID, I had, um, many business people that were not able to open up their businesses on Clearwater Beach. Come to my studio who actually needed who needed encouragement and they needed to work out, and they needed to feel better about their futures every day. And I I would teach yoga all day. To to these to these clients so so they could so they could feel better about their about their futures and help their longevity.

Recruit AI

2:32

That's a great example of providing support and encouragement during tough times. What experience do you have that makes you a strong fit for this position?

Darby Dowdell

2:41

So I've been in the past fifteen years, I've been building businesses and growing growth across several industries from luxury retail and wholesale fashion to AI technology. Throughout my career, I've always been drawn to roles where I can combine sales leadership operational excellence, and creating an exceptional client experience. My, like, most recent, um, account sorry, I've recently, I've been an account executive with the AI technology space. Managing the full sales cycle from prospecting on you know, to onboarding and account growth. What really excites me about Ultimate Longevity Center is that, it brings together several things I'm passionate about. Like helping people improve their quality of life, building meaningful client relationships, leading high performing teams, and growing a business. Lastly, I love being in environments where I can motivate people. Improve processes, and create an create an experience that keeps clients coming back. I think my background in sales, operations, and customer experience would allow me to make an immediate impact while continuing to grow with the organization.

Recruit AI

4:01

That's a comprehensive and diverse background, which seems like it could be a great fit for this role. What strategies have you used to generate referrals or business-to-business partnerships?

Darby Dowdell

4:12

So my strategy is really focused on know, getting out there and getting the connection. You know, it's it's important to combine, like, the relationship building and revenue focus like, that I've developed over the years in sales, with, like, longstanding experience in wellness and I've worked in many different industries, like from the home improvement industry to fashion to retail, to owning, um, business to manufacturing my personal, um, clothing designs in India. You know? I've worked internationally. So you know, this this is something I truly enjoy. Like, being a sales being a sales leader, um, and training others and running a company is really all I know

Recruit AI

5:10

It sounds like you have a strong background in building and leveraging relationships across various industries. Let's talk about how you would measure success in a new role. What KPIs would you monitor daily, weekly, and monthly if you were managing a sales team?

Darby Dowdell

5:16

Absolutely. So I am very, um, but I also believe the numbers should tell you where to focus. Rather than just be something you report on. So in my previous roles, um, I've tracked metrics like revenue, conversion rate, um, average order value, um, the pipeline, you know, the customer retention, and overall sales performance. Like, for example, as a regional sales manager, for dress the population, I grew my territory a hundred and fifty percent in gross profit and thirty percent in the current sales role. I manage two point two million, you know, pipeline while consistently achieving a hundred to a hundred and ten percent of quota. I look at KPIs regularly to identify what working and where the gaps are, you know, and then coach and adjust upon the strategies accordingly. As a GM, I take the same approach understand the center's goals, make sure the team knows which KPIs they're responsible for, and use those numbers to drive conversions around client experience, retention, and revenue.

Recruit AI

6:42

It sounds like you've got a solid approach to tracking and leveraging KPIs to improve performance and identify areas for growth. 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 before we wrap up?

Darby Dowdell

7:05

I do have, um, a question about benefits. Can you share with me, um, if the company does offer benefits?

Recruit AI

6:56

While I don't have the specific details on the benefits package, I know that compensation includes a base salary, bonus, commission, and there are complimentary or discounted services. For detailed information on benefits, the hiring team will be able to provide more specifics. Do you have any other questions?

Darby Dowdell

7:24

Okay.

Darby Dowdell

7:33

What are the hours of the business? Is it Monday through Friday? And are you open on the weekends?

Recruit AI

7:13

I don't have the exact business hours on hand, but typically wellness centers may have varied hours, possibly including weekends to accommodate client schedules. Once you're in touch with the hiring team, they can give you the specific details. Any other questions?

Darby Dowdell

7:57

Um, how soon would I hear from someone from the hiring team?

Recruit AI

7:41

You should hear back via email in the next few days regarding the next steps if you're selected to move forward. Is there anything else you'd like to know?

Darby Dowdell

8:12

What locations are currently in like, what what are the locations that you currently have right now?

Recruit AI

8:02

I don't have the full list of locations available, but I do know the position you're applying for is based in Largo, FL. The hiring team can provide a comprehensive list of all the locations during the next stage of discussions. Any last questions?

Darby Dowdell

8:29

No. That's it. Thank you so much.

Recruit AI

8:22

You're welcome! It was great speaking with you. Feel free to end the call when you're ready by pressing the end call button. Have a great day!

Darby Dowdell

8:52

Thanks. Have a great day.