

Interview Transcript

Lena Russell | Aug 6, 2026 at 1:54 PM | en-US

Recruit AI

0:01

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

Lena Russell

0:07

So good. Thank you.

Recruit AI

0:10

Thanks for your interest in the Ultimate Longevity Center General Manager - Chandler, AZ 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?

Lena Russell

0:33

Nope.

Recruit AI

0:35

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

Lena Russell

0:42

Uh, my name is Lina Russell. And I have been in the fitness industry I owned a gym for eighteen years, and I really have lived this lifestyle as well as taught it to others, and I felt like this could be a really good fit, you know, working out and, um, living that lifestyle nutrition, and the gym is only part of the pie, and the other part is certainly taking care of your body after and being able to keep your body in motion.

Recruit AI

1:24

It sounds like your experience in the fitness industry really aligns well with this role, especially given your dedication to promoting a healthy lifestyle. Can you tell me about a time you influenced someone to make a decision or take action?

Lena Russell

1:36

All the time. All the time. Every single day for eight eighteen years. You know? I I have taught countless clients, um, and I have by example. Um, but I have taught so many people how utilize fitness as a tool and a coping mechanism for life, a healthy coping mechanism for life. And, you know, I truly do believe what I what I preach And I think that, I am a reflection of that.

Recruit AI

2:12

It's clear that you've consistently motivated and guided your clients to embrace fitness as a key part of their lives. What experience do you have that makes you a strong fit for this position?

Lena Russell

2:23

This has been my life for, uh, eighteen years. I started this in two thousand and eight, and, um, I do feel very, very passionate about, um, teaching those around me and, um, teaching them all of my techniques all of my tools, all of my secrets. And hoping that they utilize it for themselves. And, um, I've just been very blessed to love what I have chosen as a career for so long.

Recruit AI

2:55

It sounds like your passion and extensive experience in the industry make you a strong candidate for this role. Now, could you share what strategies you have used to generate referrals or business-to-business partnerships?

Lena Russell

3:09

Of course. Reputation. My facility is actually in a very small town up in the Mountains of Arizona, and, uh, reputation is everything. So it's very important that I treat every single person just as positive and as well as I possibly can. Because if one person has a bad experience, then you know, that reverberates through the town. The the townsfolk. So it's always been very important to me to treat everyone's so well and really give them all of my knowledge and give them me at a hundred and ten percent even if I don't always feel like it. Have any other questions?

Recruit AI

4:03

I appreciate that insight. Lastly, what KPIs would you monitor daily, weekly, and monthly if you were managing a sales team?

Lena Russell

4:05

KPIs, can you explain that, um, abbreviation, please?

Recruit AI

4:19

Sure, KPIs stand for Key Performance Indicators. They're measurable values that help you understand how effectively a team or individual is achieving their objectives. What would you track to ensure your sales team is meeting its goals?

Lena Russell

4:33

Well, I think that attitude is probably on the highest, um, part of the list. And the reason for that is people really need to feel comfortable and they need to feel welcomed. And so much of the time, you know, different places that you go, you just don't have that good mentality and that good, um, mindset. And I think that that is incredibly important. Um, I also think that whoever is on the team has to really live and breathe that lifestyle as well. Um, you know, if you're out there you're telling someone, hey. This is what you need to do. This is how you need to do it, and you're not doing it yourself, then I feel like they can definitely sense that, and they won't be as, um, open to it because they're not getting that genuine response from the people that they look up to.

Recruit AI

5:28

Focusing on attitude and authenticity sounds like a great approach to fostering a strong team and client connections. 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. Have a great day. Do you have any questions before we wrap up?

Lena Russell

5:45

Thank you so much.

Lena Russell

5:48

I do not. Thank you so much. I appreciate you. Have a wonderful day.

Recruit AI

5:56

Thank you as well. Have a wonderful day, and take care!

Lena Russell

6:00

Goodbye.

Recruit AI

6:02

Goodbye!