

HANNAH VOTSMIER

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📍 St. Petersburg FL, 33705

PROFILE

Driven sales professional with 4+ years of consultative sales and customer relationship experience, consistently converting leads and supporting revenue growth in high-volume environments. Skilled in uncovering customer needs, delivering value-based solutions, and guiding prospects through decision-making conversations. Experienced in CRM-based lead tracking, pipeline follow-up, and cross-team communication. Known for strong presence, clear communication, and a competitive mindset with a commitment to hitting targets and strengthening customer loyalty.

WORK EXPERIENCE

September 2024 - PRESENT

Orangetheory Fitness | St. Petersburg Florida

Assistant Manager

- Delivered exceptional member experience, contributing to positive retention and studio growth
- Established ability to meet KPIs. Sales consultations and closed an average of 6 new memberships a month. Maintained strong lead-to-sale conversion rates by educating prospects and tailoring membership options to individual fitness goals
- Collaborated with studio leadership to execute revenue strategies, improve conversion processes, and coach team members
- Utilized CRM and POS tools to track leads, monitor follow-ups, and support accurate reporting

2022-2024

Orangetheory Fitness | Illinois

Assistant/Studio Manager

- Assumed full studio management responsibilities during Studio Manager's maternity leave, ensuring seamless operations and team support.
- Maintained high customer service standards in high-volume, fast-paced environment
- Collaborated closely with managers across multiple studios and the regional manager to enhance leadership skills and gain cross-functional experience.

EDUCATION

2016-2020

ECKERD COLLEGE

- Bachelors of Arts in History

2012-2016

DEERFIELD HIGH SCHOOL

- High School Diploma

SKILLS

- Prospecting & Lead Generation
- Email & Phone Sales Communication
- Teamwork
- Time Management
- Leadership
- Effective Communication
- Critical Thinking