

Interview Transcript

Kendall Greenwood | Aug 10, 2026 at 8:22 PM | en-US

Recruit AI

0:01

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

Kendall Greenwood

0:07

I am doing great. How are you?

Recruit AI

0:10

I'm doing well, thank you. Thanks for your interest in the Ultimate Longevity Center General Manager 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 have about the role and company - it should take around 10 minutes. Do you have any questions about the interview format?

Kendall Greenwood

0:34

No.

Recruit AI

0:36

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

Kendall Greenwood

0:43

Absolutely. So, obviously, my name is Kendall. I am a Florida native. And I just moved to the Saint Pete area about four years ago. I'm a huge wellness enthusiast, and I'm always outside. I have two dogs and four cats. I'm a massive animal lover. I love crafts and being all the water, on a boat or beach, anything that floats, I'm there. And, yeah, I love, you know, fitness, pilates, I have a hobby of all sorts and jack of all trades, would say.

Recruit AI

1:23

Thanks for sharing about yourself, Kendall. It sounds like your passion for wellness and fitness aligns with this opportunity. Can you tell us about a time you influenced someone to make a decision or take action?

Kendall Greenwood

1:35

Yeah. I used to have a role with Restore Wellness, and, you know, that is obviously when a client comes in, you are recommending modalities. And for example, I did have somebody that I, you know, I did recommend localized cryo on, and that ended up being a very good choice. And he actually ended up inviting me to his football because the injury actually happened during his football game. So it ended up being a very wise decision, and I influenced him, and he ended up becoming a cryotherapy regular.

Recruit AI

2:17

That's a great example of using your expertise to help someone see the benefits of a treatment. It sounds like you made a lasting impression. What experience do you have that makes you a strong fit for this position?

Kendall Greenwood

2:29

Absolutely. So I have always loved just so how I even found this role is I have had, um, multiple injuries in my life. I was a sports, um, I played many sports. I was a cheerleader in college, um, and I had an ankle injury for many, many years. Um, and what got me to restore is I have we got a pop up actually, and a woman said, know, take off that ankle brace and I'm going to heal you. And you know, that was kind of unbelievable to hear because I had done so many things including wear an ankle brace for so long. Um, and when that happened and I wore compression sleeves for the first time, it was the first time I never put an ankle brace back on. So that made me explore the wellness industry in a whole. I started doing cryotherapy on my own. I had a membership and that actually led me to when I moved to Florida, to getting a job at Restore because I just love the modality so much and just helping people. I ended up getting a job, just a better role, a more paying role in new because that's just the other side of wellness. Um, but, you know,

Recruit AI

3:39

It sounds like you have a genuine passion for helping others through personal experience, which aligns well with this role's focus on wellness and client experience. What strategies have you used to generate referrals or business-to-business partnerships?

Kendall Greenwood

3:54

Yes.

Kendall Greenwood

3:55

I have been doing grassroots marketing with pretty much every job that I've had. I started with CycleBar, and that has that role itself was my first time ever doing grassroots marketing. I grew that business I went on to building stretch labs and doing all of their social media insights. And all of their grassroots marketing as well. And I do that with my current job as well. They also call me at my job right now the grassroots queen just because that is what I do, and I love to get out into the community.

Recruit AI

4:35

That's impressive. It seems like grassroots marketing is a strength of yours, and it's great to hear you've made such an impact. Now, what KPIs would you monitor daily, weekly, and monthly if you were managing a sales team?

Recruit AI

4:59

Just checking in, are you still with me?

Recruit AI

5:12

Let me know if you're there when you get the chance. I'd

Recruit AI

5:18

Welcome back, Kendall. Sorry about the technical issue earlier. Last time you were telling me about your experience with grassroots marketing and the success you've had being referred to as the "grassroots queen." Was there anything else you wanted to add on the strategies you've used to generate referrals or business-to-business partnerships before we move on?

Kendall Greenwood

5:41

Only with the business to business partnership. Yeah. So I have made a lot of connections within the community with a lot of wellness and social clubs that I'm currently a part of with my job at FitLife. And, yeah, I have just currently been slowly building up my store with the business to business in Grassroots.

Recruit AI

6:07

That's great to hear how actively you're building connections and partnerships within the community through wellness and social clubs. Making those local connections can really help strengthen your position. Let's move on to the next topic. What KPIs would you monitor daily, weekly, and monthly if you were managing a sales team?

Kendall Greenwood

6:25

Yeah. So, I mean, it just depends on the business, but really, it's, um, our individual sales, We have currently, you know, memberships or, you know, packages that we sell. So we monitor our retail sales, our food sales, our package sales, and, you know, all the little tiny sales in between. Um, we focus on daily, weekly, and monthly goals. And those are pretty much the KPIs that I would track within that.

Recruit AI

6:59

Got it, you focus on a mix of different sales metrics like retail, food, and package sales, and keep track of daily, weekly, and monthly goals. That's a well-rounded approach to managing sales performance. Thanks for sharing that. Do you have any questions about the role or the company you'd like to discuss?

Kendall Greenwood

7:22

When do you guys plan on opening?

Recruit AI

7:26

I don't have the specific timeline for the opening of the center, but I can check with the hiring team and get back to you with those details. Do you have any other questions?

Kendall Greenwood

7:35

I do not.

Recruit AI

7:37

Great, it was nice speaking with you today. We'll be in touch via email in the next few days if you're selected to move forward. Thanks for your time, and have a great day! You can end the call whenever you're ready.