

Interview Transcript

Adela Lampl | Aug 13, 2026 at 5:40 PM | en-US

Recruit AI

0:01

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

Adela Lampl

0:07

I'm good. How are you?

Recruit AI

0:10

I'm doing well, thanks for asking. I'm excited to connect and learn more about your experience and how this role as a General Manager could be a fit for you. Do you have any questions about the interview format before we begin?

Adela Lampl

0:22

Not so far. I can I think we can just get started

Recruit AI

0:29

Great! Let's dive in. Can you tell me about yourself and what attracted you to this opportunity?

Adela Lampl

0:35

Sure? Um, so, um, my name is Adela. Uh, I've moved to Miami about five years ago to open my own business, my own boutique fitness together with my husband. I'm currently looking for opportunity to, you know, apply all minority from the past five years of operating and building business from ground up. Learning a lot about client retention, resolving client issues, working as operator, as, uh, working closely with, uh, accounting, I've been swallowing many issues. I worked for marketing, or I was responsible for marketing as well. Stuff training, scheduling, finances. So, uh, yeah, this is all what makes me even stronger, and that's why applied for this position because, uh, Ultimate Longevity Center combines two things that I'm really passionate about, which is wellness and building a successful business. Helping customers to feel themselves at their best, connect customers, building this relationship, and just yeah, being a part of a successful team.

Recruit AI

1:57

Thanks for sharing that, Adela. Your experience sounds quite comprehensive. Let me ask, can you tell us about a time you influenced someone to make a decision or take action?

Adela Lampl

2:09

Well, I feel like I influence I have does a this influence almost in my daily life with our customers. You know, getting them through the door, talking to them on daily basis, understanding their goals, why they decided to join our facility, what are their goals, and just helping them achieve their their future goals, being part of the community, introducing them to to other clients so they don't feel like, you know, being the new kid on the block. And just creating this beautiful community and making our clients to feeling their best.

Recruit AI

2:51

That's a great example of creating a supportive community and helping clients feel welcome. What experience do you have that makes you a strong fit for this position?

Adela Lampl

3:01

I would say since, um, I built my business from ground up, with no outside capital. You know, as someone who is not directly from Miami, I learned pretty quickly how to I learned pretty quickly the mentality of, uh, people, of the clients. I learned how to resolve difficult questions, difficult issues. Just they are calm, quiet, and if there was a difficult issue, You know, my mother is always clear with the kindness. So yeah. That's why I feel like I would be a great fit, I've been in a or I am in the lead position as well. So I've gone through all the processes of the business. You can even imagine with cleaning, with teaching, with training and hiring yourself with accounting, finances, marketing. So I feel like I could cover a lot of areas, and I could really contribute to the success of ultimate longevity center in positive way.

Recruit AI

4:18

It sounds like you bring a wealth of experience across various areas. Can you tell me about strategies you've used to generate referrals or business-to-business partnerships?

Adela Lampl

4:28

Well, usually, you know, it's either it's a word-of-mouth we use or, different marketing channels, uh, Instagram, ads, uh, emails, uh, with automatic follow-up emails. So if, let's say, a customer, uh, or a client hasn't dropped to a class for two three days. They're gonna get a follow-up email motivating them to sign up for the next class for new clients, uh, you know, offering special offers. Offering special support. And after they first or first class, two classes, you know, checking up on their goals, on their success, just seeing how how we can support them and yeah, offering another special promo that keeps them coming back. And just, you know, uh, just creating a positive environment where they feel safe, supported. And, uh, having a good time.

Recruit AI

5:30

Those sound like effective strategies for building and maintaining client relationships. If you were managing a sales team, what KPIs would you monitor daily, weekly, and monthly?

Adela Lampl

5:44

For our sales team, yeah, definitely the retention. On

Adela Lampl

5:54

I mean, I am yeah.

Recruit AI

5:55

Got it. So retention would be key. Are there any other KPIs you would track on a regular basis?

Adela Lampl

6:09

Of course, the revenue, uh, chunk risk, Yeah. I feel like those are the most important to me. And then, of course, checking regularly which purchase options are the most the most popular ones. If there is anything there is not, maybe, that doesn't customer that much, and just thinking about another ways of, uh, sales. To attract the customers in a more positive way. Just so that will be probably something that I would review on monthly basis. And on the weekly basis. Churn rates, retention, you know, and, of course, the revenue.

Recruit AI

5:59

That makes sense. 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?

Adela Lampl

7:04

No. I think

Adela Lampl

7:06

I think I'm good. Thank you for your time.

Recruit AI

6:52

You're welcome! It was great speaking with you. Feel free to reach out if you think of any questions later. Have a wonderful day!

Adela Lampl

7:14

Thank you. You too. Bye.

Recruit AI

7:11

Goodbye!