

Interview Transcript

Rebecca Allen | Aug 17, 2026 at 1:51 PM | en-US

Recruit AI

0:02

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

Rebecca Allen

0:08

I'm doing well. Thank you for asking.

Recruit AI

0:11

Thanks for your interest in the Ultimate Longevity Center General Manager - Winter Park, 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?

Rebecca Allen

0:33

I'm ready to get started.

Recruit AI

0:36

Great! Let's start with getting to know you a bit more. Can you tell us about yourself and what attracted you to this opportunity?

Rebecca Allen

0:44

Yeah. So I have been a dancer for majority of my life. I currently am still a professional Brazilian samba dancer. And in addition to that, I began my fitness journey on a personal level closer to about seven years ago now, and that was when I also started to develop my professional interest in the fitness and wellness community. And so I became a certified Pure Barre instructor. From that point on, I grew into a management role, a lead instructor, role, which I am currently doing now living in Miami. In addition to dance, and I have a huge passion for people wellness, just beyond fitness as well, full body wellness, and that's something that is huge for me, not only in my personal life, but that I also do professionally as well.

Recruit AI

1:44

Thanks for sharing that background. It sounds like you have a strong passion for wellness and people, which ties beautifully with what we're seeking here. Can you share a time when you influenced someone to make a decision or take action?

Rebecca Allen

1:57

Yeah. So every day, I help my teachers because in my current position, I'm a lead instructor in that management role. And I oversee our teachers and training them, hiring them, and so this is something that's not new to me. And so recently, I had a teacher that was looking to make a pretty challenging decision and it honestly required a lot of internal reflection for her. And I use this a lot when I'm talking with my teachers or even just my sales staff as well because they do help oversee our sales team. And I like to ask a lot of questions. I like to ask questions in a way that makes them think, makes them kind of curate the situation in their mind and problem solve that as of me just giving the answers for them. So that's something that I think is really important, and I am constantly doing this all the time in addition to constantly being encouraging and with an open door policy and mutual respect.

Recruit AI

3:11

That approach of guiding others with questions to encourage their own problem-solving is really effective. What experience do you have that makes you a strong fit for this position?

Rebecca Allen

3:21

Yeah. So, specifically, working in boutique fitness sales and not only teaching classes and administering that side of things, but also on a client perspective. There's a lot of customer service that's involved with this as well. I've been doing customer service throughout my entire professional career when I got my first ever job with Starbucks right out of high school till now. So I am excellent with talking to people, putting out fires, if you will, as far as handling challenging situations not only just with staff, but with our clients as well. Just creating a space that is great not just from the customer perspective or the client perspective, but also for the perspective of the staff member because it's one well oiled machine your staff is supported and so where your customers. And I have nailed the balance of the two I feel really confident that I can do this with a different team in a different setting, but still aligning with my values and passion for wellness and fitness.

Recruit AI

4:31

It sounds like your background in fitness, customer service, and team leadership would be a great match. What strategies have you used to generate referrals or business-to-business partnerships?

Rebecca Allen

4:43

Yes. So we have a great lead generation system that our studio uses. So we are constantly contact with those who are interested. They can come into our lead generation through a variety of ways, whether it's social media, a Google ad, and we are notified right when they submit their interest in our studio. So they get an immediate contact right away. It's a text. It's a phone call. We're having conversations and we're not just pushing them to come in and buy a membership either. They get to come and experience what we offer and to see if it's a good fit for them. We ask them questions about who they are. We ask them questions about their goals, about their current state in what they're doing in their wellness and their fitness journey if there's one that's even started at all. I'm really proud to say that I have been the beginning of many people's fitness and wellness journeys that have continued to thrive. And making sure that we are prescribing the correct membership or package option for them that fits their needs and their goals and their lifestyle. That way, all of our customers or clients that come in feel like they are getting what they want. Because at the end of the day, that is what people want is an option that suits them best. And so I am confident in my work that I can find that option for our prospects.

Recruit AI

6:18

Building that kind of personalized relationship with clients is a great strategy. Shifting gears a bit, what KPIs would you monitor daily, weekly, and monthly if you were managing a sales team?

Rebecca Allen

6:32

Please repeat the question.

Recruit AI

6:35

Of course. What KPIs would you monitor daily, weekly, and monthly if you were managing a sales team?

Rebecca Allen

6:43

Sure. So the KPIs that I would monitor would be our revenue as far as memberships. It would be our sales in retail as well because we do sell retail. It would also be our conversions from people who walk in the door to take an intro class because we do offer free intro classes. It would be who converts into a client after that experience, and it would also be our utilization, which is very important. So meaning making sure not only are our clients purchasing memberships, but they are using them.

Recruit AI

7:23

Tracking those KPIs is crucial for understanding the health of the business and ensuring client satisfaction. 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. Before we wrap up, do you have any questions for me?

Rebecca Allen

7:41

No questions. I would just like to say thank you so much I enjoyed our interview today. This is a position that is very exciting for me, and I'm very eager to move on to next steps. And I do hope to hear back very soon.

Recruit AI

7:58

I'm glad to hear that! It was wonderful to speak with you as well. Looking forward to the possibility of working together. Have a great rest of your day!

Rebecca Allen

8:06

Thank you so much. You as well. Take care.

Recruit AI

8:10

Take care!

Rebecca Allen

8:12

Bye.

Recruit AI

8:14

Bye!