

Curriculum Vitae

Male

D.O.B. 19 March 1996

Number of years working in industry:

2 years 10 months



Candidate ID Number: 75861

Nationality: British

Language Skills:

Fluent: English

Basic: French

Permitted to work in: UK - United Kingdom

Position Sought: Spa Manager, Fitness Professional, Area Sales Representative

Personal Statement

My core values are to be open, honest and direct in my approach. I bring high energy, enthusiasm and passion to any workplace and work with a contagious work ethic. I love to grow and develop others around me in my own personal success and within a team environment. I am constantly developing myself both professionally and personally.

My current goals are to continue to develop my passive income through property development, build my profile as an online trainer and grow my online podcast "Better You Podcast".

I LIVE to travel the world and build strong networks of business and friendship along the way.

Seeking work in international locations

Employment History:

July 2020 - July 2020 - Spa Consultant at (most recent employer hidden for confidentiality) Miami Head office- (position was travelling role so covered over 200 ships worldwide- Australia, Europe, USA etc), (Cruise Ship)

Duties included:

- Visiting cruise ships conducting Team Trainings for maximising Sales & onboard revenue for both Fitness department & Spa/ Salon.
- Conducting treatment/ fitness class audits to maintain brand standards.
- Design and implementation of fitness classes on 200 ships and 14 different cruise lines with brand specific classes for clientele and itineraries.
- Developing "Best Practices" business manuals and online video sales training for Personal Trainers and Spa teams to study and apply to business to support increase in revenue.
- Weekly coaching conference calls for support and direction with Brands + Individual cruiseships.
- Teacher at our London Wellness Academy covering 3 week business school for company new hire Personal Trainers.
- Multiple weekly delivery of Educational Health seminars specialising in Detoxification of the body, Supporting Nutrition guides & exercise program.
- Additionally leading Seminars to improve posture & relieve Pain through knowledge of correcting alignment in the body & providing solution through selling arch supports alongside corrective exercise/stretching.
- Conducting 1 to 1 consultations including Body Composition analysis with guests onboard both for training purposes and to assist guests with health goal.
- Weekly data analysis from revenue reports from 200 ships and compiling for each brand into "Fitness Rankings" to use as a tool to drive performance and highlight high performers/low revenue.
- New Build cruise ship projects: over last 2 years I have had lead role from our fitness department for 15 new build cruiseships. Duties include new class design, gym and operations set up within each ship. Market research in new trends/classes/ body composition analysis technology in fitness industry.

Products worked with:

- ELEMIS
- BLISS
- LA THERAPIE
- GOODFEET- ENDURASTEP
- RESTALENE
- DYSPORT
- THERMAGE
- IONITHERMIE

November 2015 - September 2018 - Fitness Professional at OneSpaWorld- Cruise Ships, Europe/Alaska/LA/Seattle/Hawaii/Australia, (Cruise Ship)

Duties included:

- My main roles include Educational Seminars & motivational public speaking 3/4 x a week with each seminar holding 100-150 people.
- Teaching fitness classes on a daily routine with up to teaching 20 classes per week.
- Stretch & Abs
- Yoga/Pilates
- Bootcamp/TRX
- Indoor Cycling/BungeeFit
- 1 to 1 Personal Training, Nutrition Consultation & Body Composition Analysis using Inbody 570 body testing.
- Working with ELEMIS products specific Detox Range (Internal/External)
- outline of business would be to drive and fill FREE Seminars. The goal of seminar is to close and book consultations with the guests onboard to help support their health goals.
- From the consultation we would look to design a Wellness program to incorporate Exercise, Nutrition & Detoxification through personalised programming and selling detox supplements tailored to guests needs and goals.
- Over my 3 contracts on 5 different Cruise ships i regularly exceeded my weekly sales target onboard for the company. I featured frequently in our companys Top 10 fitness revenue rankings including all trainers from every cruiseline (400 Plus staff members) excelling in sales revenue over my time as a trainer.
- Whilst i did the set up for New build ship TUI DISCOVERY in 2016. i broke the revenue record of 10,000 pounds in a 7 day cruise in europe for the first time in a decade for the company and from the first week of recorded revenue i was no.1 for the BRAND revenue rankings for 5 months until i completed my contract.
- Alongside high reveneu and sales acheivement i alos recieve many awards from each Cruiseline in regards to quality of customer service and guest feedback.
- I would recieve 10-15 positive guest comment cards weekly and during my 10 month contract onbaord NCL Jewel i receive "Vacation Hero" of the month award for our department 8 months out of 10 for exceptional guest comments and customer care.
- From my consistency and adaptablilty i maintained high revenue across all sizes of cruise ships, with a variety of itineraries and changing duration of each cruises: Europe, Mexican Riviera, Alaska, Hawaii, Australia ranging from 5 day-15 day cruising.
-
- In September 2018 i was promoted to our Head Office in a corporate position as Fitness Operations Supervisor for our company, taking responsibility for all Revenue onboard 200 cruise ships.
- At this time i was the youngest staff member to ever receive promotion to an office position and in the shortest ammount of time/ contracts with company at 22 years old and 2.5 contracts completed (24 months)

Products worked with:

- ELEMIS
- LA THERAPIE
- IONITHERMIE
- GOODFEET-ENDURASTEP

Education and Qualifications:

2014 PREMIER TRAINING INTERNATIONAL

Level 2/3 diploma in Personal Training Level 4 GP Referral Instructing- Specialised Diabetes/Pain Management
Advanced Nutrition Course level 3

Premier Training International:

Level 2/3 diploma in Personal Training

Level 4 GP Referral Instructing- Specialised Diabetes/Pain Management

Advanced Nutrition Course level 3

Charles Poliquin lectures and seminars for hypertrophy, fat loss and hormone control

Phil Learney Business Course
Member of Phil Learney ACA for continued learning.

2014 AUSTIN FRIARS ST.MONICAS SCHOOL

GCSE's Grade A Levels Grade
English Language B Photography B
English Literature B Physical Education B
Religious Studies B Economics C
Physical Education B
Design & Technology B
Dual Award Science C/D
Maths C
French C
Geography C

Product Training:

December 2015 ELEMIS

Steiner- London Wellness Academy 3 week business school for Personal Trainers

Public speaking and delivery of Healthy Seminars focusing on Exercise Nutrition and Detoxification of the body. Additionally, delivering seminars to help improve posture and reduce pain through re-alignment of the body and use of arch supports.

Delivering 1 to 1 health consultation using body composition analysis technology: Indboy 570.

Nutritional consultation and program design.

Product Knowledge and sales training

Open/close of sale/ Tailoring to guests needs/ concern/ solution sales

Training in delivery of onboard fitness classes:

Yoga/Pilates

Bootcamp/TRX/ Indoor Cycling/ Guided Meditation classes.

Vocational Qualifications

FIRST AID

STCW TRAINING

Hobbies and Interests

Rugby, skiing, hiking, reading, business courses, self development, podcasts: Tim Ferriss, Joe Rogan, Tony Robbins, Grant Cardone, Property development (currently own 2 rental properties in UK)

CV created at www.spastaff.com

