

Curriculum Vitae

Male

D.O.B. 16 January 1984

Number of years working in industry:

25 years 8 months



Candidate ID Number: 84327

Nationality: Romanian

Language Skills:

Good: English

Basic: French

Permitted to work in: European Union, UK - United Kingdom

Position Sought: Spa Consultant, Spa Manager, Salon Manager, Spa Co-ordinator, Assistant Manager, Fitness Professional, Yoga / Pilates Teacher

Personal Statement

I want to follow my passion for fitness in a company where I can use all my knowledge gained in entrepreneurial environment

Seeking work in international locations

Employment History:

July 2020 - Present - Fitness Professional at (most recent employer hidden for confidentiality) Bury, UK - United Kingdom, (Home/Mobile)

Duties included:

- Train tailor made sessions according with clients needs and wants such as losing fat, gain or control the weight, pre/post pregnancy, postural alignment, recovery and rehabilitation
- Create and adjust short or long term plans according with customers improvements and needs
- Answering questions and engaging with customers by phone, email and other relevant websites or SM
- Demonstrating exercises and routines to clients at their homes, outdoors and online
- Assisting clients in exercises , minimise injuries and promote fitness
- Providing information or resources on general fitness and health issues.
- Used Techniques : Pilates, Less Mills, Yoga, Interval training, Circuits, Plyometric training, Weight Training, Breathing, Train using common moves from specifically sports as throws, jumps, running, hits, twists and turns, etc...
- I train of kind of people including elders, women in pregnancy or post-pregnancy, athletes , kids

Products worked with:

All fitness equipments, pilates reformer and accesories

Career Break - Training, remote and job seeking

March 2018 - February 2020 - Spa Manager at BDG LIFE SRL, Cluj-Napoca, Romania, (Health Club)

Duties included:

Responsibilities:

- - Create a brand & Listing it on online market - site + SMM.

- - Budgets and time KPI's, P+L , Forecast and GP's
- - Organizational skills, Sales, Economics
- - Business development, strategy & planning

Acquired skills and knowledge:

- o digital marketing strategy & sales
- o social Media, Search Engine Marketing, Paid Search Advertising and Email Marketing.
- o measuring and report on all key performance of digital marketing activity against objectives, goals
- o written and visual content for each digital campaign.
- o own the development and day-to-day running of the company's websites
- o identify new trends in digital marketing, evaluate new technologies
- o strong working relationships with external agencies, suppliers and customers

Achievements:

- - leader of the market in town
- - first page on google search (facebook page, organic, map)
- - sales targets exceeded

Products worked with:

Basically the role was as a Marketing Manager for my Fitness Club in Cluj Napoca wich was in a different town I lived in. The job was remote and part time. During the role I had hold other fitness company in Bucharest. See next job.

March 2014 - July 2019 - Spa Director at ECOLIFE CONSULTING SRL, Bucharest, Romania, (Health Club)

Duties included:

Responsabilities:

- - Recruit and lead by example the instructors team
- - Strategic development and commercial success of the site
- - Building, defining and deploying consumer PR strategies
- - Managing my own team and coordinate it in order to achieve the objectives
- - Personnel recruitment; motivate and inspire team members
- - Integrate people into a single team and managing them
- - Working with a limited budget and deadlines.
- - Delivering the best standards and serve the clients with best services no matter difficulties
- - Expanding the portfolio of clients and enhancing the reputation within the local community

Acquired skills and knowledge:

- Team Management
- Human Resources
- Organizational skills,
- Sales
- Business development, strategy & planning
- Very good communication. Sociable.

Achievements:

- - Top 3, best services in the field
- - Attraction of influencers and public persons to contract our services
- - Increased awareness and number of customers by 300% since taking over
- - Increasing turnover by 35%
- - Selling the business to a foreign investor

Products worked with:

The role:

Owner, Fitness Manager & Pilates Instructor - ECOLIFE CONSULTING SRL

January 2000 - February 2017 - Football Referee at National Committee, Romania, Romania, (Home/Mobile)

Duties included:

Task & Responsibilities before & after the game:

- - travel during delegates and coordinate the event
- - organize and lead meetings and with my team and game officials
- - giving them tasks in order to be sure the event is taken in an appropriate manner
- - report to the CCA after the game
- - dealing conflictual situations in a wise manner
- - quality check

Acquired skills and knowledge:

- . team leadership,
- . quality control
- . ability to make decisions under stress
- . attention to details and focus on results

Achievements:

- - I participated to international games and competitions (also between countries)
- - I participated in televised games in League 1, League

January 2012 - February 2014 - Yoga / Pilates Teacher at Gyzem Management, Bucharest, Romania, (Health Club)

Duties included:

- - providing consistent professional pilates classes and personal training sessions in accordance with spa
- - knowledge and understanding of all fitness offerings while educating and training guests
- - supporting the needs of the spa and maintaining a clean, well-organised, fully stocked fitness area
- - actively promote the spa, treatments, services, seminars and retail, as well as programmes, promotions and discounts available
- - handle guests' questions and concerns professionally and courteously
- - provide accurate, appropriate and immediate responses to all requests by guests ensuring complete guest satisfaction
- - participate in and support training and staff meetings

March 2010 - July 2012 - Football Coach & FC Owner at ACS ECO SPORT, Bucharest, Romania, (Health Club)

Duties included:

- - select coaches players and participate with them into competitions
- - marketing online / offline
- - set up objectives and follow them
- - create a budget
- - sales and negotiations with partners
- - develop the club, bringing more members to it and awareness to the market

Acquired skills and knowledge:

- . People management
- . Learned how to use efficiently marketing tools
- . Teamwork culture

Achievements:

- - Increasing the reputation of the club in the area
- - Increasing the number of participants in club activities by 35%
- - Growth, development and education of athletes and transfer of 4 of them to clubs from League 1 & 2
- - Raising the club budget with 15 % in first year and 6 % in last year

August 2009 - June 2012 - College Tutor at Marin Preda High School, Bucharest, Romania, (College)

Duties included:

Responsibilities:

- - Follow the programme
- - Educate and instruct the students
- - Report to the higher department
- - Represent the school

Acquired skills and knowledge:

- . Creative thinking,
- . Empathy and intuitive spirit,
- . Calm and patience in working with people

Achievements:

- - Title of the most beloved teacher in the school

Education and Qualifications:

2010 National University of Physical Education and Sport in Bucharest, Romania

Master's degree RQF Level 7 / SCQF Level 11 / CQFW Level 7

Management Structures, Marketing Activities and Sporting Events

2008 National University of Physical Education and Sport in Bucharest, Romania

Degree - RQF Level 6 / SCQF Level 10 / CQFW Level 6

Physical Education and Sport:

2004 - 2008 Bachelor's degree - National

2003 I H Radulescu

IT - Assistant Programming Specialist

Vocational Qualifications

- Project Management - short course
- period Mar 2020 - Mar 2020
- Social Media course period Mar 2020 - June 2020
- Pilates Instructor Certificate - Module I , Balanced Body
- period Mar 2013 - May 2013
- Mentor for Trainers Certificate
- acquired on Jun 2010
- IT Computer Programming Analyst
- period Sep 1998 - Jul 2002

Hobbies and Interests

Reading, Mediation, Pilates, Running, Nutrition

CV created at www.spastaff.com

