

Max Chester

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OBJECTIVE

To secure a challenging position in the field of sales and marketing utilizing my communication, teamwork, and persuasion skills.

SUMMARY OF QUALIFICATIONS

- Exceptional leader with talent selling design, quality, service and value over price.
- Proven revenue generator in all market conditions.
- Technically savvy.
- Adept at business to business sales and negotiations with decision makers at many levels.
- Outstanding relationship building, training, and presentation skills.

CORE COMPETENCIES

Strategic Planning
Forecasting

Client Needs Assessment
Profit & Loss Management

Client Relationship Management
Negotiation

PROFESSIONAL EXPERIENCE

Robert's One on One, Malvern, PA

Personal Trainer, Nutritionist, and Head Boxing Coach, March 2009 – Present

- Inspired, created, and executed MAXXED OUT, a group fitness class for advanced athletes.
- Assess the needs and capabilities of individuals through fitness assessment procedures.
- Develop individual exercise programs for individuals based on age and fitness levels.
- Assure all exercises are done with proper form and technique to maximize results.
- Motivate clients to work to his/her maximum and safe potential for the entire workout.
- Assess dietary schedules and implement programs for weight loss and/or muscle gain.

MVP Sports Lounge, West Goshen, PA

Bartender, July 2012 – July 2013

- Able to quickly and confidently communicate with guests to establish their needs.
- Work swiftly and efficiently while meeting the highest standards of presentation and attention to detail.
- Stocked, cleaned, and performed routine maintenance of electronics, and transaction of payments.
- Strong knowledge of bar products and familiar with product offerings (i.e. the menu, beverages on tap, wine list, etc.)

EDUCATION

West Chester University of Pennsylvania, West Chester, PA

Bachelor of Science in Health and Physical Education, December 2014

Minors: Coaching and Health Sciences

GPA: 3.754, Magna Cum Laude

East Bradford Elementary, Downingtown, PA & Fugett Middle School, West Chester, PA

Student Teacher, Fall 2014

- Worked collaboratively with other teachers and professionals to create effective lessons that met the learning needs and abilities of all students.
- Developed innovative curriculum to instruct individual students, small groups, and 70+ students.
- Organized time, space, and resources to balance heavy workload and stringent deadlines.

TECHNICAL SKILLS

- Experience with Microsoft Word, PowerPoint, Excel and Outlook; Knowledge of PC and Mac systems.