

Who We Are:

At Club16 Trevor Linden Fitness & She's Fit! we embody the philosophy of Making Fitness Fun by fostering a welcoming and inclusive environment for all. We prioritize the well-being and acceptance of our members above all else. Our TEAM boasts over 25 years of industry experience, driven by a passion for getting people active. Recognizing the changing landscape of fitness, we pioneered the concept of value-priced facilities, aiming to make fitness accessible to everyone. With over 17 locations, a diverse background and commitment to community engagement, we continue to empower people to lead healthier lifestyles in our mission to be the *top fitness provider in British Columbia*.

Job Summary:

Personal Trainers work with the Club16 Trevor Linden Fitness & She's Fit! TEAM members to ensure an exceptional member experience, promote the brand, and achieve session and revenue goals. This position provides a variety of service-for-fee customized exercise programs and lifestyle education to members and outside clients during non-service hours.

Duties & Responsibilities:

Client Engagement and Service

- Generating new Personal Training clients through prospecting
- Performing Personal Training demonstrations and assisting members
- Delivering periodized programs to SMART START and Direct Personal Training clients in both 1-1 and Group sessions
- Topping up and renewing Personal Training clients according to their goals, progressions, and results
- Securing client referrals

Training and Program Implementation

- Following the Club16 Trevor Linden & She's Fit! Personal Fitness Consultation process
- Presenting the Personal Training program benefits to members by demonstrating the value of these programs
- Assisting members with exercise programs specifically designed to address their goals, and adjusting as needed
- Demonstrating safe exercises approved by Club16 Trevor Linden Fitness & She's Fit! and/or approved fitness certification agencies
- Ensuring club members understand how to operate resistance and cardiovascular equipment correctly

Operations & Sales

- Tidying club floor and the cleanliness of the facility
- Ensuring personal desk space and workout area is always neat and tidy
- Assisting in club promotions and campaigns
- Attending all mandatory staff production meetings, training programs, and corporate functions
- Maintaining required CPR and PT certifications
- Attending applicable continuing education seminars
- Recording and reporting all required statistics and data required by Club16 Trevor Linden Fitness & She's Fit!
- Handling member inquiries in a professional and objective manner with the goal of resolution and retention
- Maintaining a personal commitment to fitness
- Participating in lead generation activities both through internal and external efforts
- Conveying enthusiasm and passion for fitness and proper nutrition
- Engaging in fitness activity at least 2 times per week

Job Requirements:

- Must have valid CPR Certification
- Must have valid Personal Training Certification
- Must be legally authorized to work in Canada
- Must have the ability to travel to location with own transportation methods
- Must have ability to organize and move fitness equipment
- Willing to work a flexible schedule including evenings, weekends, and holidays
- Strong interpersonal skills with the ability to translate the impact of fitness to health and well-being
- Health conscious with a strong understanding of fitness benefits
- Ability to communicate and provide instruction to a diverse group of individuals

Nice to have's:

- Highschool Diploma, GED or equivalent
- Previous experience in sales
- Previous experience in Personal Training
- Engaging personality with a talent for inspiring others to participate in fitness activities

Compensation & Benefits

Club16 Trevor Linden Fitness & She's Fit! offerings are rooted in performance measures and Personal Training sessions completed. A starting Personal Trainer should expect to make between **\$25-\$35/hour** dependent on the number of sessions and type of sessions serviced to clients. Further wage increases are



contingent on the Personal Trainer's level progression, which is determined by their accumulated fitness education, sessions completed, and performance at the discretion of the Fitness Manager.

- Group Benefits (dental, mental health, massage, physiotherapy, and more)
- Career development opportunities
- Access to all Club16 and She's Fit! clubs (17 locations)
- Access to all Recovery Services (Red Light Therapy, Tanning, and Hydromassage)
- Employee discount on Personal Training services
- Employee discount on select retail items
- Stronger Together Program discount to select retailers and service providers