

## Job Description

Job Title: Personal Trainer	Salary: Basic + Commission
Section: Enable Leisure & Culture	Department: Leisure
Reports to: Sales & Fitness Manager	Date: March 2022
	Permanent

### Job Purpose

Enable Leisure are looking for an experienced Personal Trainer to join our team, you will receive generous basic salary plus commission for each personal training session you deliver within your contracted hours.

The role will include interacting with our members, carrying out gym inductions, programme writing and teaching gym floor/studio classes and of course delivering top quality personal training sessions to help our members achieve their fitness goals.

### Main Duties

- Engage with our gym members and introduce them to our personal training product
- Achieve the agreed target of sessions sold/delivered each month
- To assist with tours of the facility for potential new members
- Help our members achieve their short and long term goals
- Deliver an all-round engaging gym floor experience for our members
- Deliver up to 3 classes per week on our growing class timetable
- Conduct daily standard checks around the gym and record keeping
- Ensure the fitness suite cleanliness standards are maintained to the highest level
- Offer general fitness and nutrition advice to all of our members
- Conduct fitness testing for our members
- Conduct gym inductions and programme writing sessions
- Deliver quarterly workshops available exclusively to our members
- Gather feedback from current members and report findings to the Sales & Fitness Manager
- Maintain a high level of knowledge, keeping abreast of new trends within the industry
- To perform any other duties as instructed by management
- Contribute to member experience by bringing forward new ideas

### General Duties and Responsibilities

Be the face of the gym floor, supporting our members to feel confident and motivated to achieve their personal goals.

The post holder is required to carry-out any other duties required that are commensurate with role of this role within Enable Leisure and Sport, including:

Responsible for ensuring a high standard of customer care and dealing with customer compliments, comments and complaints.

Responsible for adherence to the Enable Leisure & Culture Equal Opportunities policy in respect of both the staff and delivery of services to service users.

The post holder may be required to work at other sites within Enable from time to time.

### **About you**

- Enthusiastic about fitness with the ability to communicate and motivate a wide range of people
- A can-do attitude, with the ability to be innovative and think outside of the box
- Possess the ability to recognise members who need help and motivate them to set goals and to achieve them.
- Say hello and goodbye to as many members as possible in the club even when not on shift.
- Introduce yourself to everyone, don't wait for them to come to you.
- Observe members and offer technique correction or demonstration when required.
- Regularly praise and encourage members to drive member retention
- Engaging work with can do attitude

### **Key requirements**

- Level 3 REPS Certification
- First Aid Certificate (preferable)
- Outstanding customer service and people skills
- A proven ability to hit targets

## Person Specification

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<b>A - Application form</b> <b>I - Interview</b> <b>T - Test</b> <b>C - Certificate (original evidence)</b>	
Requirements	Assessed by A & I/T/C
Knowledge	
1. An understanding and awareness of current industry trends in relation to health & fitness.	A/I
Experience	
2. Experience of working within the leisure industry, as a personal trainer or in a similar role. 3. Experience of implementing membership retention processes within a fitness setting. 4. Be able to demonstrate a recent successful and significant achievement in hitting and exceeding targets. 5. Experience of the programming and delivery of varied sessions based on member goals. 6. Experience of the planning and teaching of group exercise classes	A/I
Skills	
7. Ability to motivate our members, providing the tools for them to achieve their goals.	A/I
8. Excellent communication and interpersonal skills, with the ability to converse with a wide range of people including staff and members.	A/I
9. Ability to work in partnership with the staff team across different departments.	A/I
10. Computer literate to an intermediate level in all Microsoft Office applications and excellent levels of numeracy and literacy.	A/I/T
11. Ability to show enthusiasm, a positive can do attitude and be ready to make a difference to our member experience	A/I
12. Be a self-motivator with the ability to show genuine passion when engaging with our members	A/I
13. Be results and targets driven	A/I

<b>Qualifications</b>	
14. Level 3 fitness qualification	
15. Group Exercise qualifications	
<b>Special Requirements</b>	
16. Able to work unsociable hours including evenings and weekends as required.	A
17. Able to work unsupervised to agreed outcomes, meeting deadlines and within a targeted work environment.	