

# Jessica E. Lopez

(858)752-0737

8867 Glenhaven St. San Diego CA 92037

**Passionate, value driven personal trainer with experience in coaching others on living a healthy well-balanced lifestyle through exercise and nutrition.**

## **Professional Experience**

**4/2018-Current:** Independent Personal Trainer at World Gym San Diego

**Contracted by The Boxing Club 1/2007- 4/2018**

**Personal Trainer and Instructor**

- Instruct large group aerobic classes, at least 2 per day
  - HIIT, Strength training, Cardio, Boxing, Kick boxing, Indoor Cycling, Matt Pilates, Gravity
  - Organized larger Bootcamps and Special events
- Designed personalized exercise and nutrition programs to assist each client to reach their fitness goals. While making sure they used proper form and technique to prevent any injury. Follow-ups and check-ins are necessary.
  - Assisted Clients through weight loss, NPC competitions, injury rehabilitation, and running in races.
- Responsible for personal sales quotas
- Write Articles for Blog and Fitness Websites
- Held Nutrition Seminars for Members presented with Power Point
- Built relationships with clients and members to make them feel more at home in our facility.
- Maintained Client and Member retention

**In years 2014 and 2016 Awarded Boxing Club's Trainer of the Year.**

**Employed by LA Fitness from 1/2003-12/2007**

**Fitness Director**

**9/2004-1/2007**

**LA Fitness, Sorrento Valley- San Diego CA**

- Managed a personal training department of 18 employees
- Responsible for daily, bi-weekly, and monthly profit and revenue goals for club location.
- Successfully set the peak profit record of \$56,000 6/05
- Trained personal trainers and counselors on how to sell personal training, manage client accounts, and to maintain their clientele base.

**Personal Trainer**

**6/2003-12/2007**

**LA Fitness; Kearny Mesa & Sorrento Valley- San Diego CA**

- Designing personalized exercise and diet programs to assist each client to reach or maintain their fitness goals
- Responsible for personal quota
- Great Customer Service skills

**Group Aerobics Instructor**

**8/2005-1/2007**

**LA Fitness, multiple clubs- San Diego CA**

Taught the following formats

- Indoor cycling

- Bodyworks/ Body Sculpting
- Aqua Aerobics
- Matt Pilates
- Circuit training

Capable of picking up new class formats very quickly and teaching to the general public safely and efficiently.

### **Membership Counselor**

**1/2003-6/2003**

#### **LA Fitness, Kearny Mesa- San Diego CA**

- Prospected for new club and corporate memberships.
- Responsible for personal profit goals.

### **Board of Directors for the Fitness Specialist Program**

#### **Miramar College- San Diego CA**

**1/2005-5/2005**

- Monthly meetings held at Miramar College
- Read and analyzed text material for the new Fitness Specialist program being taught at Miramar College.
- Voted on which text material would be appropriate for the Certification Program.

### **Paralegal**

#### **Law Offices of Patenaude & Felix- San Diego CA**

**7/2001-12/2003**

- Typed legal documents and filed within the courts throughout the state of California
- Managed the calendaring of client filings and lawsuits.

### **Manager of the Customer Service Department**

**8/1999-7/2001**

#### **Debtco, San Diego CA**

- Call center for a debt negotiation company.
- Managed a department of 6 people. Trained customer service representatives how to handle all account inquiries, and the computer programs used.
- Handled both proactive and reactive calls from clients.
- Assisting in credit account inquiries, complaints, and status of negotiation.
- Kept track of all credit settlements and sent out payments according to deadline.

### **Education & Certifications**

- ACE Personal Training Certification Since 2003
- AFAA Primary Group Exercise Certification Since 2005
- CPR Certified
- Current Student at Mesa College Studying undergrad for Registered Dietician Licensing
- Current Student at Natural Healing Institute for 1000-hour Holistic Health Practitioners Licensing
  - Certified Nutrition Consultant from the Natural Healing Institute 2013
  - 500 Hour Massage Technician training Nov 2014

### **Skills**

- Great customer service and communication skills
- Great Leadership skills
- Outgoing
- High closing ratio, formal sales training

- Proficient in Microsoft Word, Excel, and Power Point
- Create personalized diet and workout plans to help anyone achieve their fitness goals
- Knows the importance of and what it takes for client retention
- Always punctual with appointments
- Helped hundreds in achieving their fitness goals
- Serviced people from the ages as young as 11 to 65; with and without special needs
- Knowledge and training in the following; sport specific, weight management, body composition, plyometric, resistance training, cardiovascular exercise, natural/ holistic health
- Competed in 5 NPC Body Building shows; 2 bikini and 3 figure competitions. Nationally Qualified.
- Trained and competed twice in Muay Thai. Winning gold in an IKF Tournament and competed in an exhibition match for a charity fund raiser.
- Ran countless number of 5ks and half marathons, one marathon, 2 tough mudders, and 3 Spartans
- Finds joy from helping others better their body image, self-esteem, confidence, and wellness