

# Miri Cunico

Fitness Authority

✉ [miri.cunico@gmail.com](mailto:miri.cunico@gmail.com)

☎ (192) 131-0540

📍 123 Sesame St, Los Angeles, CA 90001

## EDUCATION

### High School Diploma at Los Angeles High School, Los Angeles, CA

Sep 2011 - May 2015

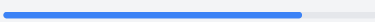
I've learned how to study for and take tests, how to do research, and how to write papers.

## LINKS

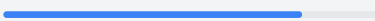
[linkedin.com/in/miricunico](https://www.linkedin.com/in/miricunico)

## SKILLS

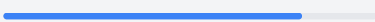
Physical fitness



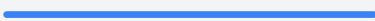
Cardiovascular endurance



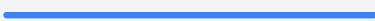
Strength training



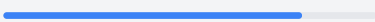
Flexibility



Balance

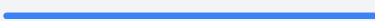


Coordination

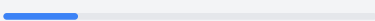


## LANGUAGES

English



Mandarin



## HOBBIES

Hiking

Tennis

Running

## EMPLOYMENT HISTORY

### ● Fitness Authority Manager at 24 Hour Fitness, CA

Mar 2022 - Present

- Reduced companywide health insurance premiums by 15% through negotiations with vendors and developing wellness initiatives.
- Achieved 95% membership retention rate by implementing creative marketing campaigns and enhancing the customer experience.
- Grew revenue by 20% YoY through development and execution of innovative sales strategies.
- Successfully launched 3 new fitness programs that increased participation by 30%.
- Negotiated contracts with 5 new high-profile clients, resulting in \$250K in annual revenue.

### ● Fitness Authority Lead at Gold's Gym, CA

Aug 2019 - Feb 2022

- Led a team of 10 fitness instructors and ensured that all safety procedures were followed.
- Monitored the progress of each individual on the team and provided feedback to help them improve their performance.
- Implemented new methods for tracking customer satisfaction rates and increased ratings by 15%.
- Trained new employees in proper safety protocol and how to use equipment correctly.
- Created monthly newsletters highlighting the successes of individuals on the team as well as upcoming events.

### ● Fitness Authority Engineer at Touchstone Climbing, CA

Aug 2015 - Jun 2019

- Led the development of a new fitness device that was 30% more energy efficient than previous models, saving the company \$120,000 in annual energy costs.
- Developed a new manufacturing process for fitness devices that reduced production time by 20%, resulting in an increase in productivity of 10%.
- Implemented a lean manufacturing methodology across all fitness device assembly lines, reducing waste by 15%.
- Designed and installed a new conveyor system for packaging finished fitness devices that increased throughput by 25%.
- Conducted root cause analysis on customer returns and developed corrective actions to reduce return rate by 35%.

## CERTIFICATES

### Certified Personal Trainer

Nov 2020

### Certified Strength and Conditioning Specialist

May 2019

## MEMBERSHIPS

American Council on Exercise

National Strength and Conditioning Association