Antonio Russo

Fitness Manager

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SUMMARY

Fitness manager with 11 years in club fitness, the last 5 leading personal training and group fitness at a 6,000-member club. Manages 22 trainers and instructors, owns a $1.9M personal training revenue goal, and builds the hiring, staff training and member programs that keep trainers booked.

EDUCATION

Bachelor of Science 05/2015

Middle Tennessee State University Murfreesboro, TN

Exercise Science

EXPERIENCE

Fitness Manager 02/2021 - Present

Music City Athletic Club Nashville, TN

Full-service club with 6,000 members, 22 fitness staff and 90 weekly classes.

- Lead 14 personal trainers and 8 group instructors, holding trainer retention at 85% for 3 straight years.
- Grew personal training revenue from $1.3M to **$1.9M** a year through package redesign and weekly sales huddles.
- Built a 6-week staff training course on fitness assessments, sales and safety for every new hire.
- Track payroll, session counts and sales targets in Excel, reporting to the general manager weekly.

Assistant Fitness Manager 03/2018 - 01/2021

Cumberland Health & Racquet Club Franklin, TN

Family club with 3,500 members.

- Scheduled 9 trainers and covered the floor during peak hours for 3,500 members.
- Sold $310,000 in personal training packages in 2019, the highest total on the team.
- Launched a member onboarding program that booked 70% of new joiners into a fitness assessment.

Personal Trainer 06/2015 - 02/2018

Brentwood Fitness Studio Brentwood, TN

Private training studio.

- Coached 25 weekly clients on programs built from movement and strength screens.
- Renewed 80% of client packages by sharing progress reports every 6 weeks.
- Taught 2 weekly bootcamp classes of 15 members on the studio turf.

SKILLS

Personal Training • Fitness Assessments • Sales Targets • Staff Training • Payroll • Excel • Member Onboarding
CPR/AED • Communication • Time Management

CERTIFICATES

ACSM Certified Personal Trainer
American College of Sports Medicine
08/2015

CPR/AED
American Red Cross
04/2026