JULIAN MERCER

PERSONAL TRAINER

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PROFESSIONAL SUMMARY

NASM-certified Personal Trainer with 7+ years coaching general fitness, weight loss, and strength clients. Designs progressive programs, tracks measurable results, and keeps members training consistently.

PROFESSIONAL EXPERIENCE

Senior Personal Trainer Aug 2022 - Present
Equinox, Chicago, IL

- Coach 25 to 30 one-on-one sessions a week with a roster of about 40 clients, programming around goals and injury history.
- Keep client retention near 85% over twelve months by reassessing body composition and strength every six weeks.
- Helped a group of eight clients lose an average of 11 pounds in a 12-week challenge using nutrition habit coaching and weekly check-ins.
- Mentor three junior trainers on cueing, spotting, and program design, and review their client sessions each month.
- Hold quarterly goal reviews with each client, with progress photos and measurements saved to a shared app.
- Run a monthly clinic on deadlift and squat technique that draws 15 to 20 members.

Personal Trainer Feb 2019 - Jul 2022
Life Time, Chicago, IL

- Converted about half of complimentary intro sessions into packages through movement screens and clear goal setting.
- Ran small-group strength classes with 10 to 14 attendees and kept the class full through the season.
- Adapted programs for clients returning from knee and shoulder injuries in coordination with their physical therapists.
- Tracked client workouts in a training app and adjusted loads weekly based on logs.
- Taught group exercise warmups and mobility drills before each strength class.
- Cleaned equipment and monitored the floor for safety, correcting unsafe form and improper machine use by members.

Fitness Instructor Jun 2018 - Jan 2019
Planet Fitness, Evanston, IL

- Taught equipment orientations to new members and kept the floor clean and safe.
- Led weekly circuit sessions that raised participation from members who had been inactive.
- Helped 12 new members stick to a three-day schedule through texts and check-ins during their first month.
- Recorded client progress in an app each week, including weight, body fat, and lifts, and shared a summary at monthly check-ins.
- Planned warmups, main lifts, and cooldowns for each client to finish inside the booked 50-minute session without rushing.

CORE SKILLS

Program design | Movement assessment | Strength training | Weight loss coaching | Body composition testing | Nutrition habit coaching | Injury modification | Small-group training | Client retention | Exercise technique | Goal setting | Sales conversion | Corrective exercise

EDUCATION

Associate of Science in Exercise Science, Harper College, Palatine, IL

CERTIFICATIONS

NASM Certified Personal Trainer (NASM-CPT) | NASM Corrective Exercise Specialist (CES) | CPR/AED