



# LEYLA JAVADOVA

Qadın, 32 il

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İş stajı: Qeyd edilməyib

Yaşayır: Bakı

İşləmək istədiyiniz vəzifə və əmək haqqı

## Biznes inkişafı

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## Razılaşma yolu ilə

### Xüsusi biliklər

Dil bilikləri

İngilis — C2 — Səlis

Azərbaycan — C1 — Yaxşı

Rus — C1 — Yaxşı

### Əlavə informasiya

## LEYLA JAVADOVA

San Juan | Puerto Rico *English, Spanish, Russian, Azerbaijani* 787-400-0801 |

leylajavadova@outlook.com Work Authorization: USA, Canada, Azerbaijan **York University** – B.A. Communications, 2024 **University of Puerto Rico** – B.S. Biology, 2018

### PROFESSIONAL SUMMARY

Sales & Operations leader with 10+ years of experience leading revenue growth, leading cross-functional teams, and executing large-scale business initiatives across wellness, fitness, and technology sectors. Proven track record of building sales systems, exceeding KPIs, and managing end-to-end projects from launch to scale. Expertise in partnerships, CRM optimization, and performance analytics.

### EXPERIENCE

#### Project Manager / Operations Manager (Sales)

##### Las Ruinas Bathhouse & Gym - Puerto Rico August 2025 - Present

- Drive revenue strategy and sales operations for a luxury wellness facility, optimizing membership pricing, promotions, and conversion funnels to achieve consistent month-over-month revenue growth.

- Lead end-to-end project management for business launch and expansion initiatives, coordinating vendors, contractors, and internal teams to meet 100% of operational deadlines.

- Built and implement CRM workflows, KPI dashboards, and reporting systems, improving lead response time and increasing conversion rates by 30%+.

- Develop strategic partnerships with corporate clients, and influencers, creating acquisition channels and recurring group bookings.

- Oversee operational performance including staff onboarding, scheduling coordination, and guest experience standards, contributing to repeat membership growth.

#### Sales Manager

##### Yorkville Sports Medicine Clinic - Toronto, Canada Nov 2024 - Aug 2025

- Increased monthly product and service revenue by implementing structured follow-up, retention workflows, and referral tracking systems.
- Organized orthopaedic and ancillary product sales, driving repeat patient purchases and improved lifetime value.

## Director of Sales & Business Development

### **United Boxing Club - Toronto, Canada March 2024 - August 2025**

- Led and trained 30+ sales and coaching professionals to consistently meet and exceed KPI targets.
- Increased auto-renew memberships from 210 to 410 in under 6 months (95% growth).
- Designed and executed monthly sales strategies generating consistent revenue growth.

## Membership Advisor - Sales

### **Equinox - Toronto, Canada March 2022 - March 2024**

- Ranked Top 16 Regional Advisor (Central US/Canada) for achieving 100%+ YTD sales in 2022. Top Advisor (corporate sales) in 2022.
- Ranked Top 125 Sales Advisor company-wide out of 650+ advisors in 2023.
- Exceeded annual sales targets for two consecutive years.

## Operations | Front Manager

### **Equinox Yorkville - Toronto, Canada August 2021 - March 2022**

- Managed a team of 50+ employees overseeing schedules, performance, and professional development.

## Junior Account Manager | Order Desk

### **Calligo Managed Data IT Services - Toronto, Canada January 2021 - August 2021**

- Collaborated with Account Managers to fulfill complex client requirements and improve sales efficiency.

## Presale Manager (Florida/Georgia Region)

### **Fitness Ventures, LLC - Gainesville, Florida March 2020 - October 2020**

- Planned and executed community presale events driving regional membership acquisition.