



Dalmas Otieno

Fitness coach

Kenyan

dalmasotieno@gmail.com

| +254 795 534 940 | +254 729 089239

Professional Summary

Experienced Fitness Professional with 8 years of combined expertise as a Fitness Instructor and Fitness Manager. Skilled in designing personalized training programs, leading group fitness classes, and providing expert technique coaching. Strong leadership background with proven ability to supervise teams, manage gym operations, and ensure high standards of safety, service, and equipment maintenance. Adept at client engagement, fitness assessments, and goal-oriented coaching that drives member retention and results. Equipped with solid communication skills, CPR/First Aid knowledge, and a deep understanding of exercise science, customer service, and fitness business operations.

Career Objective

To leverage my organizational strengths and leadership abilities in a Membership, Sports & Fitness Manager role, driving membership growth, program success, and effective marketing strategies to ensure organizational success and member satisfaction.

Key Skills

- **Leadership & team supervision**
- **Gym operations & equipment management**
- **Personalized workout programming**
- **Group fitness instruction (HIIT, circuit, strength)**
- **Client assessment & progress tracking**
- **Technique correction & injury prevention**
- **Customer service & member engagement**
- **Report writing & administrative management**
- **CPR & First Aid application**
- **Risk assessment & safety enforcement**
- **Communication & interpersonal skills**
- **Time management & problem solving**
- **Fitness business knowledge & basic marketing**

Languages	Hobbies
-English –Proficient	- Reading
-Kiswahili-Proficient	- Youth
mentorship	-Community engagement
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EDUCATIONALBACKGROUND

2023-2024: Certificate in Data Entry Digital Literacy Kenya

2023-2024: Financial Management KBA

2022-2023: Certificate in Nutrition at Nairobi Zoezi Institute

2019-2020: Nairobi Zoezi Institute

2019-2020: Diploma in Fitness Science, Nairobi Zoezi Institute.

2009-2012: Moi Uloma Secondary School, Kenya Certificate of Secondary Education

2000-2008: Ukela Primary School, Kenya Certificate of Primary Education

PROFESSIONAL EXPERIENCE

AFRICAN GUARANTEE FUND

2025 to date

Position : Head of fitness

Responsibilities

- Oversee daily operations of the staff gym.
- Develop and run fitness programs and group classes.
- Ensure safety, hygiene, and compliance in the gym.
- Manage gym equipment, maintenance, and vendor servicing.
- Support staff with fitness guidance and assessments.
- Promote wellness activities and increase staff participation.
- Enforce gym policies, rules, and SOPs.
- Plan improvements and introduce new wellness ideas.

FOUR POINT BY SHERATON (MARRIOTTS INTERNATIONAL)

NAIROBI, KENYA

2024 – 2025

POSITION: Gym ,spa and Pool coordinator

RESPONSIBILITIES:

- Overseeing the safe and efficient daily operation of the pool or gym facility, ensuring compliance with safety guidelines, health regulations, and organizational policies to maintain a secure environment for patrons and staff.
- Managing and supervising staff, including recruitment, training, scheduling, and performance evaluation to ensure a motivated, qualified, and well-coordinated team that delivers high-quality customer service and program delivery.
- Planning, organizing, and promoting aquatic or fitness programs, events, and activities to engage members, increase participation, and support community outreach and marketing efforts.
- Maintaining facility cleanliness, equipment functionality, and proper sanitation.

RDF GYM and SPA

2023 – 2024 May

POSITION: Gym Manager

RESPONSIBILITIES

- **Staff Management and Development:** Hiring, training, motivating, and evaluating gym and spa staff to ensure high performance, professional conduct, and excellent customer service.
- **Facility Operations and Maintenance:** Overseeing the cleanliness, safety, and maintenance of gym and spa equipment and facilities to provide a safe and welcoming environment for members and guests.
- **Financial Management:** Managing budgets, tracking expenses and revenues, handling billing and payroll, and ensuring financial targets are met to maintain profitability.
- **Marketing and Member Retention:** Developing and implementing marketing strategies and promotional campaigns to attract new members, retain existing clients, and increase facility usage.
- **Customer Service and Experience:** Ensuring a positive member and guest experience by addressing concerns, resolving conflicts, and fostering an inclusive, supportive atmosphere.

CYTON GYM AND POOL LIMITED

NAIROBI, KENYA

POSITION: GYM INSTRUCTOR

Responsibilities

- **Industry Knowledge**
- **Organizational Skills**
- **Emotional Intelligence**
- **Assisting members in developing personalized fitness goals and programs tailored**

to their needs and motivating them to achieve these goals.

- Leading group exercise sessions such as stretching, strength training, and circuit workouts to engage and inspire participants.

PKF GYM MANAGER

NAIROBI, KENYA 2022 - 2025 Feb

Position: Trainer

RESPONSIBILITIES:

- Conducting initial fitness assessments to evaluate clients' physical condition and fitness levels.
- Designing and tailoring personalized exercise and wellness programs based on individual client needs, goals, and health status.
- Leading one-on-one and group training sessions, demonstrating exercises, and ensuring proper technique and safety.
- Monitoring clients' progress and modifying workout plans as necessary to address changes in fitness, injuries, or health concerns.
- Responding to emergencies by administering first aid or CPR when required.

PUBLIC SERVICE CLUB GYM

NAIROBI, KENYA 2020-2021

Position: Gym Instructor

RESPONSIBILITIES:

- Conducting inductions for new members by introducing them to the gym facilities, equipment, safety procedures, and rules.
- Supervising gym floor activities to ensure members use equipment correctly and safely, preventing misuse and injuries.
- Assisting members in developing personalized fitness goals and programs tailored to their needs and motivating them to achieve these goals.

- **Leading group exercise sessions such as stretching, strength training, and circuit workouts to engage and inspire participants.**
- **Performing regular safety checks and monitoring the condition of gym equipment, reporting any hazards or maintenance needs.**
- **Maintaining cleanliness and organization of the gym area, ensuring equipment is**