Job Title : Fitness Coach
Location : Bengaluru, Karnataka
Department : Health & Wellness Programs
Reports To : Program Lead – Nutrition & Wellness

About the Role:

We are looking for a dedicated and motivating Fitness Coach to join our Health & Wellness team at MediBuddy. In this role, you will empower individuals to reach their physical health and wellness goals through personalized fitness plans, functional training, strength conditioning, and lifestyle interventions that support long-term well-being, including improvements in posture, stamina, stress management, and sleep.

Key Responsibilities:

- **Personalized Fitness Planning**
  Assess user fitness levels, goals, and health conditions to design customized workout routines that align with their physical abilities, limitations, and wellness objectives (e.g., weight loss, muscle gain, stamina building, injury recovery, or general fitness).

- **Training & Coaching Sessions**
  Conduct 1:1 virtual or group training and yoga sessions, ensuring correct posture, breathing techniques, safety, and progression. Maintain high levels of user motivation and accountability throughout their wellness journey.

- **Program Recommendation & Sales**
  Recommend appropriate fitness and wellness programs offered by MediBuddy based on individual user goals, and effectively pitch and upsell relevant services.

- **Lead Conversion & Client Onboarding**
  Manage the full sales and onboarding funnel – from initial engagement and needs analysis to closing sales and training plan initiation.

- **Progress Tracking & Feedback**
  Monitor and track client progress metrics with regular assessments, feedback sessions, and updates to their training plans.

- **Engagement & Awareness**
  Host live workouts, participate in webinars, create fitness-related content, and contribute to user education and awareness around sustainable fitness practices and healthy living.

Qualifications:

- Bachelor's degree in Physical Education, Sports Science, Kinesiology, or a related field
- Certification in personal training or fitness coaching (ACE, NASM, ISSA, ACSM, or equivalent)
- 1–3 years of experience in fitness training, personal coaching, or wellness instruction
- Experience working with diverse fitness levels and specific populations (e.g., postnatal, elderly, chronic conditions) is preferred

Skills & Competencies:

- Excellent communication and motivational skills
- Strong coaching and client engagement abilities
- Sales skills with a track record in fitness program enrollment
- Ability to use digital tools to track and report progress
- Confident in hosting live sessions, workshops, and educational webinars