



RANNIEL DE LUNA

+971 56 482 2935

ranniideluna04@yahoo.com

Al Durrah 2 Dubai UAE

CORE SKILLS

- Membership Sales & Lead Conversion
- Client Retention & Relationship Building
- Personal Training & Fitness Programming
- Martial Arts Instruction
- Public Speaking & Fitness Presentations
- Time Management & Team Collaboration

CERTIFICATION AND LICENCES

- UAE REPs Registered Personal Trainer
- 3rd Dan Shito-Ryu (Union Philippines)
- Kumite Jud B – UAE Karate Federation (2022)
- Khan 6 KRU - Muay Thai Association (2022)
- Boxercise Instructor (2022)
- UAE Driving License (2019)

EDUCATION

- Bachelor of Science in Computer Engineering
- Computer Hardware Servicing NC II
- Technical Drafting NC II
- Playing Coach
- Diploma in Personal Training

PROFESSIONAL SUMMARY

Results-driven Martial Arts and Fitness Trainer with strong sales and client relationship expertise. Experienced in converting leads into loyal members, improving client retention, and building long-term trust through personalized coaching. UAE REPs registered professional with over years of experience in gym, hotel, and private training environments.

PROFESSIONAL EXPERIENCE

Membership Consultant & Fitness Trainer

UniFit Gym | 2023 – Present

- Conducted gym tours and fitness consultations, successfully converting prospects into active members.
- Consistently met or exceeded monthly sales targets through relationship-based selling.
- Built strong trust with members, contributing to high client retention and long-term memberships.
- Assisted clients in goal setting, program adherence, and motivation.

Martial Arts & Fitness Trainer

FitPro Fitness Gym & Home Service Clients | 2021 – 2023

- Delivered one-on-one and group martial arts and fitness training sessions.
- Provided private home training services, increasing client convenience and loyalty.
- Maintained excellent client relationships, resulting in repeat bookings and referrals.
- Supported marketing activities through demos, events, and member engagement.

Head Martial Arts & Fitness Trainer

Xtreme Body Fitness Gym | 2019 – 2021

- Designed personalized workout and martial arts programs aligned with client goals.
- Led group and personal training sessions with strong emphasis on form and safety.
- Educated clients on fitness, nutrition, and lifestyle improvements.
- Awarded Trainer of the Month (3x) for client satisfaction and measurable results.

Martial Arts Instructor

Swissôtel & Professional Gyms | 2017 – 2019

- Conducted martial arts classes for beginners to advanced students.
- Created structured training programs to improve discipline, fitness, and technique.
- Assisted with martial arts events, belt promotions, and public demonstrations.
- Proficient in self-defense and tactical training.