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NAVARA IS THE PERFECT FIT

One of the most experienced salesmen in the industry is preparing himself for another tough three days in London this month. But Rob Navara, 72, should be able to handle it – his other job is as a personal trainer and gym instructor, specialising in boxercise and circuit training classes.

Rob is now working just one day a week at Sound Leisure – the company he has been with for the last five years. Before that, he spent 20 years with Rowe International, having made the transition from the vending industry, where he spent another 20 years and owned his own company.

“If I wasn’t working for Sound Leisure I would definitely have retired by now,” admits Rob. “But it is such a great family business and an industry leader. I enjoy keeping my hand in and looking after my customers, who are mostly in the South.”

“I am kept very busy as well with my fitness work – as far as I am concerned, age is just a state of mind. If you keep yourself active, there is no reason why you can’t be teaching classes in your 70s.”

Rob has become a valued member of the Sound Leisure team in the last five years and has long admired the way company founder Alan Black has run the business. “I am very proud to be working for Alan,” he says. “I have always appreciated the way he has run his business. Years ago he stuck his neck out over digital music and he got it right. Other people were clinging to CDs but he was moving the industry forward. I have seen the industry change dramatically during my career. I can honestly say that during my time in coin-op, I have never been bored.”

“My only regret is that Rob couldn’t have been part of the Sound team sooner,” says Alan Black. “He is one of the best salesmen I have ever worked with and a great friend. We are really pleased that we have been able to keep him for a day a week and value the experience he brings to his post. And its good to know that at least one member of the team is up to the challenge of being on their feet for three days in London this month during the IGX show!”

ENDS

