



Brandon James

Retail Manager - Available for work at all levels

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Languages

English

About

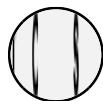
Experienced retail manager working with several global brands; covering a multitude of disciplines.

BRANDS WORKED WITH

- Apple
- Burberry
- Clogau
- Costa Coffee
- Foxhall
- John Lewis & Partners
- On Slowness
- The Conran Shop Japan

Experience

- Founder - NTT**
 | Nov 2022 - Now
 Roles and responsibilities:
 - Generating leads through outbound prospecting strategies
 - Conceptualising brand identities for sole traders and small and medium-sized enterprises
 - Designing innovative mass media campaigns to capture the target audience
 - Maintaining an accurate customer database Nov 2022 - Present
- Business Development Manager**
 onbrnd. communications | Sep 2019 - Sep 2022
 Roles and responsibilities:
 - Set up meetings with prospective clients creating a need for the service
 - Managed projects from conception to the final export working to tight deadlines to generate profit
 - Delivered print, and digital design solutions in conjunction with Company Host for private clients
 - Attended conferences, trade fares, and seminars to develop a network, and communication between key stakeholders Sep 2019 - Sep 2022
- Novus Programme Consultant**
 Peregrine Novus | May 2019 - Aug 2019
 Roles and responsibilities:
 - Recruited, and deployed graduate applicants of Novus into junior IT roles
 - Prepared Novus graduates for full-time employment with industry-specific training programmes
 - Closed sales in seven steps which involved sending through the cost, asking for the sale, addressing the prospect's concerns, negotiating on price, using the right sales techniques, and moving on
 - Set KPIs for my business; three business meetings weekly with C-Level executives May 2019 - Aug 2019
- Key Holder**
 The Conran Shop | Mar 2018 - Mar 2019
 Roles and responsibilities:
 - Achieved operational success for the gifting and accessories department
 - Made recommendations to customers to influence buying decisions
 - Showcased goods artistically to pique the interest of customers
 - Attended training sessions delivered by third-party designers to maximise product knowledge Mar 2018 - Mar 2019
- Digital Marketing Executive**
 Goodstuf Communications | Nov 2017 - Feb 2018
 Roles and responsibilities:
 - Exported statistical data to produce mid-campaign reports, and end-of-campaign reports for clients
 - Adjusted campaign budget spends on Ads Manager in order to maximise ROI for clients



- Consistently demonstrated proficiency using ad management platforms; Adobe Ad Cloud, Meta Ads Manager, TubeMogal, and Twitter Analytics
- Clients: Dr Martens, Dunelm Homestores, Easy Property, Gett, LinkedIn, Yorkshire Tea & Tilda Rice Nov 2017 - Feb 2018

● **Apple Solutions Consultant**

Apple inc | Sep 2016 - Nov 2017

Roles and responsibilities:

- Created the Apple culture of excellent customer service within John Lewis
- Demonstrated strong product knowledge throughout interactions
- Achieved £1.2 million turnover for the 2016/17 financial year
- Reported weekly on the profitability across all product lines Sep 2016 - Nov 2017

Education & Training

- 2013 - 2016 ● **University of Roehampton**
BSC Business Management & Economics;
- 2011 - 2012 ● **California State University-Stanislaus**
Bachelor of Arts,
- 2010 - 2011 ● **RAVENSBORNE UNIVERSITY LONDON**
UAL Foundation Diploma; Art and Design,
- 2008 - 2010 ● **St Francis Xavier Sixth Form College**
A Levels;
- 2005 - 2023 ● **Sedgehill Secondary School**
10 GCSE Grades,