




# Julia Abdulbarova

Open to suggestions and opportunities in mindfulness, humanitarianism, conscious fashion, coaching & mentorship.

 London, UK

 Julia is **Available to work**

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## Work Preference

Location: Not looking to relocate

Pattern: Open to Part-time work

Employment: Freelance Assignments,  
Hourly Consulting

## Skills

Interpersonal Communication (Advanced)

Teamwork (Advanced)

Organization Skills (Advanced)

Relationship Building (Advanced)

Customer Service (Advanced)

Mindfulness (Advanced)

Meditation (Advanced)

Leadership (Advanced)

Verbal Presentation (Advanced)

Sales (Advanced)

Time Management (Advanced)

Team Leadership (Advanced)

## About

Customer orientated with entrepreneurial approach, communication specialist with 14+ years of experience in sales and store supervision positions. Verifiable talent for maintaining profitable retail operations and customer loyalty, with success in capitalizing on growth opportunities, implementing promotional/marketing strategies and upholding fiscal integrity. Self-driven influencer and an effective trainer skilled in achieving employee buy-in on organizational goals. Respected, trusted individual who upholds highest ethical standards with passion for mindfulness, conscious living and meditation.

### BRANDS WORKED WITH

Doly Ltd

Jimmy Choo, New Bond Street

Jimmy Choo, Selfridges

Kgc Celebrities Company

Know Thyself Foundation

## Experience

### ● PR Officer

Know Thyself Foundation | Sep 2011 - Now

world through the science of meditation. Appointed to lead PR activities and raise awareness about the science of meditation and its profound effect on mental and physical health. Key achievements:

Initiating and executing public relation campaign for charity events

Taking part in organising events and discourses

Successfully using social media for charity pr campaigns

Researching and identifying appropriate UK media publications for charity and events publicity

Finding various creative means to advertise and market events

Liaising with public during and after events and discourses Employment History

### ● Senior Sales Associate

Jimmy Choo, New Bond Street | Sep 2014 - Jan 2020

### ● Sales Associate

Jimmy Choo, Selfridges | Jan 2011 - Sep 2014

Performed to meet and exceed assigned sales performance, provided exceptional standards of customer service, supervised daily opening and closing procedures, assisted CRM manager in relevant activities and duties, initiated external relations and outreach, overlooked VIP room appointments, established long-term relationships with VIP clients. Key achievements:

Building, developing and maintaining my own client database ensuring repeat visits and customer loyalty

Constantly and consistently delivering a high standard of customer service that reflects company luxury customer service values when on the shop floor, via the e-mail communication and using the telephone.

Ensuring client data collection and its accuracy in the internal software system.

Participating in, and representing Jimmy Choo during promotional events and activities.

Liaising and working closely with external parties such hotel concierges, luxury concierge companies, stylists and personal shoppers.

Maximizing all sales opportunities by focusing on sales, service and customer relations management to achieve agreed company and personal targets set by the company management team.

Resolving customer complaints promptly and successfully by investigating problems, developing solutions and making appropriate recommendations to the store management.

Maintaining strong communication with both management and the team, contributing to sharing of information, processes, initiatives and ideas.

Following and maintaining visual merchandising and merchandising standards and guidelines..

Art (Intermediate)

Design (Intermediate)

Photography (Intermediate)

Marketing (Intermediate)

## Languages

English

Russian

Supervising in opening and closing the store, end of day procedures..  
Assisting in stock management and stock takes when required

### ● Assistant Manager

Doly Ltd | Dec 2004 - Sep 2010

Directed most business and operational functions in the store; tracked sales to goal and monitored employee performance. Assisted Vice President Operation with several activities, including pre-interviewing sales associate candidates, preparation and conducting store reports, and overseeing orders operation. Planned and set goals, coached and counseled employees, and served as a liaison between Doly and the factory.

Key achievements:

Expanding business by 20% with the company.

Providing the training and coaching that contributed to 2 employees receiving promotions to supervisory positions.

Maintaining an excellent level of customer service with high wealth individuals and developing them into loyal clients.

Liaising with celebrities and models and dressing them for fashion photography shoots and Red Carpet appearances.

Ensuring the shop is always merchandised and window display arranged to the company's desired standards.

Providing Made-to-Measure services, including sizing, dress design, fittings and hand-alterations.

### ● Freelance Entrepreneur

Kgc Celebrities Company | Dec 2002 - Aug 2008

Key achievements:

Successfully finding, recruiting, consulting, coaching and training home business oriented individuals

Networking extensively through events, seminars and online avenues to promote company products and business opportunity

Organising and conducting inspirational workshops and presentations for members and non-members on business, self development and leadership

Communicating "face-to-face" and building personal and lasting building personal relationship with the customers

Learning new tactics and acquire new skills how to plan and create strategy for better and improved results