



# Brandon James

Retail Manager - Available for work at all levels

[View profile on Dweet](#)

## 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:

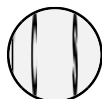
- Set up meetings with prospective clients creating a need for the service
- Managed projects from conception to the final export working to tight deadlines to generate profit
- Delivered print, and digital design solutions in conjunction with Company Host for private clients
- Attended conferences, 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,