



# Sharon Duke

Sales Associate

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## Links

[LinkedIn](#) [Instagram](#)

## Languages

English (Native)

## About

With significant experience in high-end retail, I've honed my skills at brands like Valentino and Dior. My strengths lie in customer service, product knowledge, and adaptability within various retail environments. Approved at Selfridges and Harrods, I'm dedicated to teamwork and excellent communication.

### BRANDS WORKED WITH

360 Talent London

Coach

Four Seasons Recruitment

kate spade

## Experience



### Sales Associate

Harrods | Aug 2023 - Nov 2023

- Worked in womenswear, menswear, and accessories
- Brands worked for: Dior, Ferragamo, Coach, and Valentino.



### Sales Associate

kate spade | May 2023 - Jun 2023

- Put my readily acquired skills into use again working in another luxury retail environment.
- Improved my communication skills when working with different demographics of customers.
- Ensured that I used the product knowledge I gained to suggest and help customers when making a purchase.
- Made sure I was helpful to my coworkers and aided them when making a sale.
- Ensured the retail space was up to standard by helping keep the place in order.



### Ambassador

Coach | Apr 2023 - May 2023

- It has been an honour to work with Coach on the newly launched Coachtopia sub-brand.
- Explained to customers about Coachtopia's amazing concept based on the circularity of fashion and what that means for the future of the industry.
- I offered styling tips and highlighted the environmental benefits of the purchase.
- had the opportunity to promote circular fashion in our industry and educate our customers about reducing waste.
- Able to increase sales with compelling and creative content that showcased our brand vision.
- I was personally able to meet my daily sales target and made sure I sold at least two items per day.



### Sales Assistant

Selfridges | Jun 2021 - Apr 2023

- Been able to develop is customer service skills, helping me to properly communicate with people in general.
- Took part in visual merchandising and organized products to a pristine standard.
- Improved my ability to work well with others and my teamwork skills.
- Helped me to develop patience when working with different kinds of customers and people.
- The ability to remain calm in stressful high-dreading situations and a busy environment.
- Multitasking under high-demand peak seasons.
- Taught me to be thorough and pay attention to details, especially when working in the luxury and high-end sectors.
- Sensitivity and understanding working with different kinds of customers and co-workers.
- Having the versatility to work in different sectors of the retail environ-

ment (back of house, shop floor, tills)

- Knowing how to persuade and have negotiating skills is a must, especially when you need to master how to upsell.

- I worked in Selfridges for various brands and their boutiques for approximately a year, and then I was placed to work in Harrods for another year, also working for several luxury brands there.

- I am Selfridges and Harrods approved and have undergone training in both.

- Examples of brands and places I have worked in are Valentino, Chloe, Hermes, Balmain, Kurt Geiger, Louis Vuitton, Christian Louboutin, Dior, Steffano Rico and Salvatore Ferragamo,

## Education & Training

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2017 - 2022 ● **Carshalton High School for Girls**

All GCSE certificates ,

● **Fashion Retail Academy**

Extended Diploma in Level 3 Fashion Design,

2024 - 2027 ● **London College of Fashion**

BA (Hons), Fashion Styling and Production