



Alfie Read

Customer Support Associate

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Languages

English

About

A capable Salesman who goes above and beyond call of duty to give clients what they want. Will serve and look after clients from the moment first contact is made. Can be relied upon to work with the rest of a sales team to complete the daily and weekly routines that will keep the store safe, clean, tidy and moving with ease. As a true professional will always perform duties in a safe manner and with an awareness of individual responsibility for every individuals needs. Can be relied upon to effectively develop good long-term relationships with a wide range of clients from all walks of life. I am also curious to experience a range of tasks and opportunities given to me. Passing my GCSE Art in fashion and textiles has given me a passion for fine jewellery, suits and shoes.

BRANDS WORKED WITH

Balgores Lettings

Careers Break

Euro Customs Car Vinyl Wrapping

Lower Farm Stables

Middleton Murray

Ocean Holidays

Ralph Lauren

Suitsupply

Experience



Sales associate

Suitsupply | Apr 2023 - Now

Duties included: liaising with customers to ensure they have the correct products and are happy with their customer experience, handling stock and helping with the back of house team once it got a little busy, hitting my sales targets for the month and following up with customers after their experience to ensure repeat business, weekly training on many different cuts of suits, fabrics and how they should fit including in depth pinning classes.



Home support sales assistant

Ralph Lauren | Nov 2021 - Nov 2022

Duties Included: Selling on the shop floor to V.I.P clients. Managing Home stock and orders. Maintaining Client relationships. Attending onboarding seminars and partaking in product knowledge meetings.

Stable Hand/Livery

Lower Farm Stables | Apr 2020 - Feb 2021

Duties: Gave horses food and water. Replaced bedding. Cleaned equipment like saddles and bridles. Cleaned brushing and clipping horses' coats. Mucked out stables. Monitored the condition of horses and reported problems. Treated minor wounds, changed dressings, and gave some medications. Followed instructions from vets when treatment is needed. Rode horses to give them exercise and took care of foul when rejected by mother.

Careers Break

| May 2019 - Apr 2020

Balgores Lettings | Feb 2019 - May 2019

Duties included: Meeting and greeting clients visiting the offices. Telephone sales - taking part in ring out sessions. Generating appointments for viewings. General office administration duties: photocopying, filing etc. Marketing by Design Template 1 phone & letters properties to potential tenants. Projecting a professional image of the agency to the public. Visiting vacant and inhabited properties and inspecting them. Comparing a property to others in the area then estimating its value. Advising clients on which properties to let. Writing up tenancy agreement contracts.

- **Sales Director**

Euro Customs Car Vinyl Wrapping | May 2018 - Jan 2019

Duties included: Securing high end contracts with high end care retailers. Cold calling potential clients. Constantly developing existing sales processes which will generate sustainable growth. Collecting all the information required to create a request for an estimate. Writing accurate & informative sales reports and documentation. Identifying the customer's needs.

- **Careers Break** | Jan 2017 - May 2018



- **Sales Representative**

Ocean Holidays | Mar 2016 - Sep 2016

Duties included: Making telephone sales, emailing clients where necessary, following up from hot leads given to us by a customer service team and lead generating for personal use.

- **Middleton Murray** | Jan 2016 - Mar 2016

Traineeship included: Telephone answering workshop. Different methods in applying for jobs. How to construct a cover letter and Professional CV. Researching, creating, and delivering PowerPoint presentations. Public Speaking. Confidence Building. Following Instructions. ICT Skills – use of Microsoft Word, PowerPoint, and Outlook. Working in a team and individually. Working to deadlines and prioritising workloads.

- **Total Assist**

| Jan 2017

Attended 1-week recruitment course

Education & Training

- **Manor Green College**

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