



# Kerry-Lee Dananai Kalambayi G.G

Graduate Gemologist G.I.A,  
Professional Lapidary and Cer-  
tified Rough Gemstone Evalua-  
tor.

📍 Great Britain, United Kingdom

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## Links

[LinkedIn](#)

## Languages

English (Fluent)

## About

Passionate Gemologist and Entrepreneur

With a BSc in Marketing and Entrepreneurship from Monash University and a deep-rooted passion for gemstones, I've dedicated my career to mastering the art and science of gemology.

I hold certifications in Rough Evaluation from the esteemed Harry Oppenheimer Di-  
amond College in Johannesburg and a professional diploma in Lapidary, specializing  
in cutting and polishing gemstones. Additionally, I've completed a graduate diploma  
course in gemology with the Gemological Institute of America (GIA), earning two  
scholarships in the process.

Having spent 9 years in the retail sector, working with top luxury brands and  
collaborating with manufacturers, I've honed my skills in customer service, sales,  
and product knowledge.

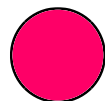
My journey in gemology has inspired a vision to empower others in Africa. I'm pas-  
sionate about initiating a beneficiation program to educate students in Zimbabwe,  
DRC, and various African nations, equipping them with the skills to thrive in the  
gemstone industry and benefit from their own resources.

Let's connect and collaborate to make a meaningful impact in the world of gem-  
stones and beyond.

### BRANDS WORKED WITH

- ...
- Wolf Brothers
- diamonds and gemstones', 'Hubert Jewelry

## Experience



### ● Gemologist

diamonds and gemstones', 'Hubert Jewelry | Aug 2023 - Now

Collaborated with external partners to deliver services within quality, timeframe and budget targets.

Nurture client relationship both in-store and externally, following client database activities and marketing guidelines.

Informed customers about exact amount of carats and percentage of gold for pieces of jewellery.

Recommended and provided personal advice on pieces of jewellery based on customer needs and preferences.

Consistently exceeded monthly sales targets by 15%, contributing to a 10% increase in overall store revenue.

Propose and plan sales initiatives for high jewellery products.

Provided customers with detailed information on watches and jewellery, explaining different brands and models, characteristics and features. CRM maintained to track customers to promote brand .

Expand network and client portfolio.

Assisted in the design and customization of over 200 unique jewelry pieces, resulting in a 25% increase in custom orders.

Created opportunities to bring top clients to the boutique onboard



### ● Retail Luxury Manager

Harding | Feb 2019 - Jul 2023

Conduct comprehensive inspections of gemstones and jewelry pieces to ensure adherence to quality standards.

Coordinate logistics operations, including shipping and receiving to ensure efficient distribution between shore and ship offices.

Collaborate with production team to identify and resolve quality issues.

Ensure my team achieves set monthly targets and performance with our goals.

Lead, motivate and manage a team of 8 jewelry specialists

efficiently.

Handled customer queries and inquiries with diligent care and resolves issues professionally.



### ● Jewelry Specialist- Appraiser

Wolf Brothers | Sep 2017 - Dec 2019

- My roles included admin work, understanding the technology of maintaining CMR software and understanding Jeweltech.
- Update Appraisal certificates and liaison with workshop on progress of bespoke pieces.
- I was responsible for checking gemology reports and evaluation certificates for loose and set diamonds.
- I also had product knowledge on various luxury watch brands and understanding the repair process of watches.
- Meeting my set target for each month exceedingly and exceptionally well. Also encouraging my workmate to reach theirs.
- Working on window displays and stock take, keeping updated with promotions and the company website
- Helping courier parcels and checking progress with the factory for diamond make-ups and suppliers.
- Assisting my manager with new designs for jewelry and helping clients with grievances and how to maintain the clientele

## Education & Training

2016 - 2021 ● **Gemological Institute of America**

Graduate Gemology,

2014 - 2015 ● **Harry Oppenheimer diamond college**

Diamond evaluation,

2013 - 2014 ● **Harry Oppenheimer diamond college**

Diploma,

2010 - 2014 ● **Monash university south Africa**

Bsc of Business,