



Kishon Langdale

Luxury client Advisor

London, UK

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Languages

English (Native)

About

Aspiring Fashion Buyer & Merchandiser with 8+ Years of Retail Experience and a A first class honours in Buying and Merchandising

Eager Buying & Merchandising graduate currently working for Burberry after a long history with AllSaints and Schuh. With 8 years in retail, 4 in management, I'm ready to start a career in fashion buying and merchandising.

Key Highlights

Retail Leadership: Four years as a retail leader have taught me store operations, team management, and customer service. My teams consistently exceeded sales targets while providing excellent service.

Brand-Forward Mindset: Experience with Burberry, AllSaints, and Schuh has broadened my understanding of brand identity, product selection, and market dynamics. Having worked with these brands has given me valuable fashion industry insights.

Analytical & Strategic Aptitude: My analytical skills from my buying and merchandising degree allow me to make data-driven decisions that maximise inventory turnover and profitability. I spot trends and understand consumer behaviour to a high standard.

Career Ambitions: I'm now looking for a dynamic and demanding position in fashion buying and merchandising where I can use my extensive expertise to drive innovation, create engaging product selections, and contribute to the development and success of a forward-thinking fashion business.

Let's Talk! I am open to networking possibilities, partnerships, and discussions in the fashion industry. Please contact me if you want to discuss employment vacancies, or industry insights.

BRANDS WORKED WITH



Experience



● **Client Advisor**
Burberry | Nov 2022 - Now



● **Fashion Buying and Merchandising Student**
Fashion Retail Academy | Sep 2021 - Sep 2023
A first class honours.



● **Fashion Stylist**
AllSaints | Oct 2021 - Nov 2022
-Providing clients with personalised styling services featuring the latest collections and sharing in-depth product knowledge.
-Managing stock replenishment, overseeing deliveries, and processing digital orders.
-Upholding the store's aesthetic by ensuring product availability, maintaining floor sets, and upholding visual standards for our customers.



● **Outbound Sales Representative**
Reassured | Jun 2021 - Sep 2021

- Performing fact finds, providing quotes and arranging policies.
- contacting potential customers by telephone on receipt of internet generated sales enquiries for Life Insurance
- To achieve daily targets in a highly pressured atmosphere.



- **Outbound Sales Consultant**

OneFamily | Dec 2020 - Jun 2021

- Aiming for the maximum degree of client satisfaction in order to reach sales and revenue goals.
- To maximise company sales income and revenue, diligently report, monitor, and analyse critical data.
- Making 100 or over calls to ensure my sales targets were met



- **Store Manager**

schuh | Nov 2017 - Dec 2020

- Supervised all store operations
- Participated in range reviews
- Managed customer service for a team of up to thirty individuals
- Held the position of Store Manager at two locations: Stratford Westfield and Brighton Churchill Square



- **Deputy Manager**

schuh | Nov 2016 - Nov 2017

- Using KPI reports (Bestsellers, Slow Sellers, Units sold) to improve Visual merchandising on shop floor
- Using Department and Brand Comparison to improve sales
- Daily reporting improving cash and KPI performance for stores
- Responsible for recruitment and training



- **Trainee manager**

schuh | Jun 2016 - Nov 2016

- Solely responsible for window merchandising and consistently staying informed about bestsellers.
- Actively participated in training sessions to enhance management skills.
- Facilitated recruitment events as a host.
- Developed an in depth understanding with KPI'S.



- **Sales Assistant**

schuh | May 2015 - Jun 2016

- Completed a Pre Management Essentials Training folder
- Completed customer service training every week
- High pressured Service and Multi serving

Education & Training

2021 - 2024 ● **Fashion Retail Academy**

Bachelor's degree,

2014 - 2016 ● **Varndean College**

A Levels,