



Aman Ubhi

Senior Luxury Sales Specialist

Menswear/ Womenswear
Made to Measure Specialist
Luxury Goods Expert

📍 London, UK

[Portfolio file](#)

[View profile on Dweet](#)

Languages

English

Punjabi

About

My enthusiasm for fashion began as an adolescent, having a profound interest in how clothing can portray a message about one's self. From The colours you choose, tyles, and accessories, they all combine to give you an overall style that is unique to you.

The global fashion industry is ever-changing and developing its unpredictable and innovative nature excites me, and what goes on behind the scenes of creating a product is just as important as the item produced. Socialising and keeping a good work life balance, keeping fit keeps me zen! I love to travel all over the world, experiencing/learning about rich cultures, taste, smells which is enriching for the soul.

BRANDS WORKED WITH

Aquascutum

Jean Paul Gaultier

Sasil

TOM FORD

TOM FORD FASHION

Experience



● Senior Specialist (Mens & Womens RTW)

TOM FORD | Jul 2013 - Dec 2023

My extensive experience in luxury fashion and specialist skills in garment construction, fabrics, tailoring, bespoke tailoring, fashion cycles in womenswear and menswear W/MRTW contributes to delivering an outstanding client experience.

As senior brand specialist each customer is provided with an all-encompassing experience of both the brand story and their personal shopping experience.

My excellent ability in fostering strong relationships, meticulous attention to detail and outstanding after sales grew a loyal global client book of high-net-worth individuals including celebrities often exceeding my targets with a value of 1.5 million annually, in personal sales. Developing new sales and customers through "walk in sales" and CRM management.

These relationships and deeper understanding of customer styles are key when launching new collections, products and sharing sale previews to generating excitement and high value pre-orders.

Providing an "in person" appointment" to my global customers required the flexibility to travel internationally and meet with them. With the best understanding of their sartorial needs, I created a personalised wardrobe as well as assisting in dressing for special events/occasions.

Excellent knowledge of tools and apps to ensure a wide range of communication options for global clients including creating short clips leading to order and sales.

Daily boutique management including ongoing liaison with buyers, highlighting popular items and trends, bespoke production of items for VIP clients, seasonal in-depth SWOT analysis, tracking best seller's trends and leading the annual stock take.

Created an onboarding program for new menswear employees including training, made to measure, transition from high street to luxury retail, fabrics, styling and sales docket prep, back-office deliveries/transfers and garment faults/repairs, inhouse tailors and external services to.



● Tom Ford Selfridges London

TOM FORD | Jul 2010 - May 2013

Tom Ford opened its second concession at Selfridges, at the time was the largest space to house the "Men's Ready to Wear" collections. I was given

the opportunity to learn a lot about the brand, I met and exceeded my target. On the first day of opening the store made £25,000 in sales, at the time it was the highest a new concession had made at Selfridges. I was responsible for Men's Made to Measure and was able to build up a good client base of regular clients. Once the new boutique was announced for opening on Solane Street, I was asked to transfer my employment over



- **Style Advisor**

Aquascutum | Feb 2010 - Jun 2011

Working at the Flagship store on Regent street Dealing with day to day running of Aquascutum London and Ltd ranges. Assisting with fitting of suits and customer service.

- **Designer**

Sasil | Aug 2007 - Jan 2009

Designer for Sasil, working on spring summer & Autumn Winter collections. Researching in depth and creating all patterns and first sampling stages liaising with manufactures in China/ UK and embroiders in India.



- **Style Advisor**

Jean Paul Gaultier | May 2007 - Jul 2009

Based at the boutique in Kensington I dealt with the fittings for the Womens /mens ready to wear spring summer and autumn winter collections, as well as Customer advice, customer portfolios.

Education & Training

- 2010 - 2012 ● **Newham College Of Higher Education**
Bespoke Tailoring pre apprentice course (18 weeks),
- 2010 - 2012 ● **Newham college**
Bespoke Tailoring Diploma,
- 2002 - 2005 ● **Ravensbourne University London**
BA Hons Fashion Womenswear,