

LEE THOMAS JACKSON

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EMPLOYMENT HISTORY

Store Manager | Jules B Limited.

2017 - Present

91-93 Osbourne Road, Jesmond, Newcastle upon Tyne. NE2 2AN

I have the overall accountability of a £1.2m turnover independent luxury men and ladies' store. Commercially, I drive profit at every opportunity and take full ownership for the growth of the business. This includes performance analysis, weekly calls and feedback with directors focusing on performance improvement and identifying key impact trends. I actively drive business-led growth initiatives, complete periodic reviews of progress and identify opportunities within the market. I actively engage with all relevant departments to support driving store performance. Analysis of key product reports reviewing sales vs linear, LFL sales, conversion, PPLs, customer metrics to drive the profit margins.

Within the business I deliver strong visual execution, creating an inspiring visual journey from windows to in-store, tailoring floor layouts, and merchandising aided by commercial reporting and being mindful of the fashion calendar. I select stock for the store for current seasons from collections as they arrive in the business, whilst being commercially minded with customer profiles and key fashion trends. Product is displayed to the highest of standards with meticulous care and attention.

My team are coached and developed with 'a passion' and enthusiasm for the brands which in turn helps to deliver outstanding personal service and sales. I manage policies and procedures to allow performance to flourish whilst role modelling business values. I identify top talent and support with their development to retain 'best in market' and assist in progression pathways. I pride myself on the overall production of a happy, dedicated customer focused team that ultimately drives the business growth.

I have my own extensive customer base for which I deliver a 'Best in Class' service. I proactively ensure our customer is the centre of the store's ethos. The team are expected to gain their own client base to generate sales and are aided with knowledge and skills to be confident when interacting with customers, showing the ability to play with styles and offer suggestions. I proudly have a strong record in leading successful teams and building collaborative relationships.

Operationally, I drive profit by maximising sales opportunities and have a can-do attitude to minimising costs whilst managing budgets, reducing shrinkage and ensuring standard operational procedures are followed. I have exemplary standards with back of house processes, optimising loss prevention methods. I manage cash controls and deliver exceptional legal and operational compliance. Effectively ensuring all spends and costs are within budget and business guidelines.

Store Manager - Casualwear | Jules B Limited.

2014 - 2017

40-42 Acorn Road, Jesmond, Newcastle upon Tyne. NE2 2DJ

Distributions Manager/ Operations | Jules B Limited.

2009 - 2014

Yellow Brick House, Back New Bridge Street, Newcastle upon Tyne. NE1 2TY

I took on the project of building the Distributions Department from the ground up. I was responsible for sourcing everything from storage equipment to company vehicles. I had overall responsibility of the safe receipt, delivery & storage of all saleable products. Other responsibilities: recruitment, Health & Safety Manual, Employee Handbook, issuing keys & alarm codes for all employees.

Area Visual Merchandiser | JD Sports Fashion Plc. (Scotts)

2007 - 2009

Hollinsbrook Way, Pilsworth, Bury, Gtr. Manchester. BL9 8RR

Working closely with the Head of Retail and Head of Merchandising, I was responsible for the VM initiatives of 30+ stores - mens, ladies & children's wear across Scotts, Lacoste, Henri Lloyd & Adidas fascias. I monitored store performances using KPI's and in-depth weekly & monthly sales and stock reports. I implemented the roll out of window and in-store campaigns with space & visual planning. I fed the ethos of the brands to encourage 'a passion' with employees. I was responsible for the creative styling of all window & shop floor mannequins in line with the fashion calendar across the business.

Store Manager | CAPI Limited. (LEFTFIELD / TUCCI)

2002 - 2007

56-58 Garden Walk, MetroCentre, Gateshead. NE11 9XY

EDUCATION / TRAINING

Coquet High School | Amble, Northumberland

1994 - 1997

South Avenue, Amble, Morpeth, Northumberland. NE65 0ND

Several GCSE's : Grade C | Business Studies : GNVQ

Retail Operations : NVQ | First Aid Trained | Full Clean Driving Licence

REFERENCES

Jules B Limited

Julian Blades | MD

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