

# Judson Bridges

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## Objective

Having an innate sense of 'what people want' drives my passion and desire to be involved in the image or branding of a business, product or individual. I am best at envisaging, shaping and contributing to the building of a team/brand, whilst taking ownership of the creative, communication and sales processes. I need to utilize my varied skills in this area with a forward thinking company I can grow and invest in.

## Skills

- Demonstrated experience in building and leading strong, motivated close-knit teams
- Aptitude for critical and analytical thinking supported by out-of-the box solutions to business problems
- Good conflict management, negotiation, facilitation and prioritization skills
- Hands-on experience in advertising, promotions, events management and publicity, with practical skills gained whilst working with media agencies and PR teams
- Ability to influence decisions through strong industry knowledge
- Demonstrable client engagement and transformation management skills
- Strong operational background and understanding of assessing and analyzing reports
- Professional manner and attitude, with a vivacious, outgoing and entrepreneurial persona
- Business development experience across expanding client relationships
- Proven capabilities to set and exceed KPIs, proficiency in budget forecasting, customer relations, customer service loyalty programs, OH&S requirements, business plans, human resources, staff management, payroll, bookkeeping, marketing and account management
- Project, event and team management
- Brand awareness, product development
- Exceptional ability to build and maintain rapport with key business and community stakeholders
- Instinctive eye for detail – creative, lateral and innovative thinker
- Extensive fashion/interior design industry knowledge and experience with trends
- Articulate and quick witted writer and communicator
- Impeccably groomed, well respected and always punctual

## Experience

June 2019 - PRESENT

### **Robertsons Design Collective, Melbourne** – *Interior Designer*

- High-End Furniture and Interior Concept Sales
- Compilation/Supply of Highly Detailed Customized Presentations
- Project Collaboration with Property Developers/Interior Designers/Architects
- Developing/Implementing Sales Campaigns/Strategies to Increase Market Penetration, Customer Retention and Sales Profitability
- International Product/Art Sourcing
- Company Social Media Management through Photography/Copywriting/Relationship Management
- Major Partnerships: **Ralph Lauren Home, Christopher Guy, Theodore Alexander, John Richard, Century**

May 2017 - May 2019

### **Natuzzi Italia, Melbourne** – *Showroom Sales/Interiors Specialist*

- Project Collaboration with Architects/Interior Designers
- Project Install Management
- Building/Maintaining Client Relationships
- Compilation/Supply of Highly Detailed Quotation/Documentation
- Custom Procurement/In home Design Consults
- High-End Furniture and Interior Concept sales
- Budget Forecasting and Allocation
- Weekly Reporting
- Training and Team Development
- \$1.5M+ in sales

May 2015 - May 2016

### **Cult Design, Sydney** – *Showroom Sales*

- Building/Maintaining Client Relationships
- Compilation/Supply of Highly Detailed Quotation/Documentation
- Project collaboration with Architects/Interior Designers
- High-end Furniture and Interior Sales
- Budget Forecasting and Allocation - Weekly/Monthly/Quarterly Reporting
- Major Partnerships: **Poltrona Frau, Cassina, Fritz Hansen, Gubi, Magis, Hay, Cappellini, Softline, Lightyears, Carl Hansen & Son, Adam Goodrum**
- \$1M+ in sales

Feb 2013 - Feb 2017

**Pash App, Sydney/International** - *Co-Founder/Communications Manager*

- Advertising/Media Sales
- Membership/Driving/CRM
- Securing Investment
- Publicity/Events Management

Mar 2013 - Dec 2013

**AWPR, Sydney** - *Media Logistics/Showroom Manager*

- Account Management Contribution
- Social Media Management
- Media Liaison/Print Publication Crediting
- Client Relationship Building
- Managing all PR samples and collections
- Intern Management
- Logistical/Inventory Management

Apr 2011 - Jan 2013

**Hugo Boss, Sydney** - *Sales Manager*

- Sales, KPI, Staff, Financial Management
- Budget Forecasting/Allocation
- Weekly/Monthly/Quarterly reporting
- Identifying and actioning new and existing Business Opportunities and Localized Marketing Initiatives
- P/L Management
- Drive Sales and Operational Performance

Oct 2010 - Mar 2011

**Calvin Klein, Sydney** - *Store Manager*

- Dual Sydney Flagship Store Set up
- Project Management including Builders, Trades, International Stakeholders
- Staff Training, Sales and Team Recruitment/Management
- Adherence to/Implementation of International Branding Guidelines/Specifications

May 2010 - Oct 2010

**Bresic Whitney Agents, Sydney** - *Residential Property Sales/E.A to Director*

- Sales/Admin Support to Agency Owner
- Residential Property Sales
- Client Relationship Building
- Marketing Coordination
- Copy Writing/Utilization of industry specific websites for Marketing/Research

Oct 2005 - Jan 2010

**Arthur Galan AG, Sydney – *Multi Site Store Manager***

- Sales, Staff, KPI Management / Financial and Budget Management/Allocation / Event Production/Management for sales revenue growth / Generate innovative customer experiences and uphold branding / Database/Client Relationship Management / Recruitment/Training/HR Implementation

Oct 2004 - Oct 2005

**Calibre, Sydney – *Assistant Manager***

- Building/Maintaining Client Relationships / Brand Ambassador / Sales/Team Management / Visual Merchandising Design/Implementation

Jan 2004 - Oct 2004

**LVMH Tag Heuer, Sydney – *Assistant Manager***

- Events Coordination/Management / Sales Management / Staff Training

Oct 2001 - Oct 2005

**Freelance Stylist**

- ACP Christmas Publication / Australian Ballet Wardrobe Freelance Stylist Assistant / Opera Australia Wardrobe Stylist / Belle Magazine Christmas Wish List

May 1999 - Oct 2001

**Giorgio Armani, Sydney**

- Press/Public Relations Assistant / Client Relationship Management / Staff Training/Supervision / Buyer Assistant / Visual Merchandising

**Education**

2013 - 2014

**Tafe, NSW – *Diploma Business Major Public Relations***

1995 - 1996

**Tafe, NSW – *Fashion Studies***

2013 - 2014

**St. Francis Xavier College, NSW – *Higher School Certificate***

**References**

*Available On Request*