

RENE PRINCE

CONTACT INFORMATION

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KEY SKILLS

Written and verbal communication skills – strengthened by essays and presentations as part of my degree and work experience.
Excellent I.T skills – I can pick up how to use software quickly. I already have an extensive knowledge of the MS office suite.
Sport – I have a real passion for sport and have previously played professionally for QPR FC where I learnt valuable life lessons such as performing well under pressure and paying close attention to detail when completing a task

EDUCATION

2012 – 2016
Bournemouth University:
BA Hons (2:1) Sport and Business Management

2010 – 2012
St. James Catholic High School (6th Form):
A-Levels: Physical Education (B); Business Studies (B); Statistics (C).

2005 – 2010
St. James Catholic High School:
GCSEs: 10 A-C grades.

WORK EXPERIENCE

December 2016 – August 2018 – We Are Tea Ltd
Supply Chain and Business Development Manager

- Purchasing – Buying raw materials and negotiating prices based on quantity and seasonal changes.
- Production Forecasting – Analysing sales data and forecasting the demand for the future months to ensure accurate stock levels.
- Inbound Sales – Dealing with new sales inquiries and upselling packages based on client needs.
- Project Management – Managing new product launches and ensuring the project is executed to meet required deadlines.
- Logistics Management – Managing a variety of different shipping methods and guaranteeing the quickest and most cost-effective method is chosen. Daily contact with distribution warehouse and ensuring customers are receiving deliveries on time. Processing incoming customer orders and make sure they are delivered on time.
- Customer Service Management – Dealing with customer complaints and ensuring they are dealt with in a professional and timely manner.
- Account Management – Managing relationships with key accounts and making sure they are organised and happy with the product.

July 2016 – November 2016 – Lucozade Powerleague
Operations and Sales Coordinator

- Operations Management – Organise and lead corporate soccer tournaments from start to finish. Sourcing locations to hold events based on territory and ensuring customer needs are met.
- Sales - Sourcing corporate teams' through cold and warm leads. Cold calling potential companies that would be suitable for the tournament. Contacting companies that have previously taken part in similar activities.
- Database Management - Entering bookings into a database for tournaments, league matches and social bookings and maintaining a log of corporate contacts for future tournaments.

September 2014 – August 2015 – Teddy Tennis
Business Development and Operations Intern

- Competitor Analysis – Reviewing competition and external factors to develop and improve the Teddy Tennis business.
- Client Liaison – Interacting with current and potential clients ensuring they are organised and happy with the Teddy Tennis product.
- Marketing – Advertising the product on social media and in schools, creating innovative methods to pitch to potential clients.
- Coaching - Learning to deliver professional Teddy Tennis lessons.
- Calendar Management – Plan and create client rota's to ensure the Teddy Tennis product is delivered.

August 2012 – September 2015 – IVS Group Limited Wembley Stadium
Stand Leader