

Jack William Edmondson

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Professional Summary

A Highly driven, results-focused, and team-oriented professional with a proven record of achieving results. Adept at handling several projects simultaneously in fast-paced and high-pressure environments. Excelled in management roles, developing team-members and identifying opportunities to maximise growth.

Professional Experience

Restaurant Manager

ULI London, Notting Hill

Sept 2020 - Dec 2021

- Managed a team of ~12 staff. Responsible for recruitment, on-boarding and continous training.
- Created cash-flow reports and analysed trends to focus on up-selling items with increased margins.
- Developed and implemented personalised training programs.
- Consulted on and assisted with launch of sister restaurant HUÖ, Chelsea.
- Achievements: customer satisfaction up 10%, avg. customer spends up 17%.
- *Previously worked as Front of House member between Sept 2016 - June 2017.*

Account Executive

TCS (Europe), London

Sept 2017 - Apr 2020

- Oversaw several key accounts totalling several £m in annual spend.
- Managed deals throughout the pipeline until delivery, maintaining attention to detail and effective communication.
- Negotiated with suppliers, reducing costs and increasing margins.
- Prospecting, lead generation and pitching, establishing new client relationships.
- Managed social/ethical compliance programmes - organising factory audits, implementing CAPs and providing updates through ethical progress presentations for key clients.
- Multiplied the supplier pool many times over, increasing production capabilities and expanding product offerings.

Intern

IFC Advisory, London

March 2017

- Provided financial PR, increasing investor relations for small and medium-cap organisations listed on the Alternative Investment Market (AIM).
- Hosted press calls, analyst briefings, and presentations to fund managers and retail investors.

FA Level 7 Referee

Lancashire FA, Leyland

May 2012 - May 2014

- Officiated for all ages and was an active member of the N&C Referee Society, where I won 'Best Newcomer" award.

Skills

React.JS

Javascript

Next.JS

CSS3

HTML5

TailwindCSS

Github

Figma

Management