

Matthew Cox | Designer

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Personal Statement

Highly motivated and tenacious individual with experience in commercial design and sales of products from conception, through development, and finally into manufacture and installation. I consider design as a dynamic, stimulating, and exciting industry which continues to spark and challenge my creativity.

Work Experience

Design Experience

Trainee Sales Designer | Ashford Kitchens and Interiors *April 2021 - Present*

- A comprehensive design and sales role focusing on kitchens, bedrooms, and home offices. Fundamental aspects include; direct interaction with customers and guiding them through the design and sales process from initial appointment, design and presentation, project refinement through to securing the sale.
- From January to April 2022, I have secured 40% of the showroom sales including a kitchen order of over £60K. I have the company's highest bedroom order of all time at £53K.
- Responsible for making a confident, trustworthy, and informative first impression with prospective customers during design visits and face-to-face in the showroom.
- Sole responsibility for surveying the space in detail on design visits including elements such as dimensions, electrical, plumbing and gas works, plastering requirements, flooring, and specialist internal work.
- Highly experienced in the use of CAD software to produce detailed visuals and interactive renders for customers to view during presentations.
- Responsible for producing detailed quotations covering all aspects of the project.
- Actively engage with customers to discuss and negotiate a mutually agreed sale price.
- Produce detailed technical drawings and essential paperwork to ensure an ongoing seamless collaboration with the operations and fitting teams.
- Instrumental when the company switched bedroom suppliers and comprehensively learnt a vast amount of product knowledge in this area. I am now considered the 'go to' expert and was solely accountable for managing a re-design of all the bedroom displays in our Farnham Common showroom.
- Continually absorb expertise from my peers and frequently seek feedback from them after presentations. I have started to develop and adapt my own sales technique which has seen my conversion rate increase significantly.
- Training courses completed: Introduction to Omega; June 2021, Omega Product Training; October 2021, Simply Sales Training; January 2022.

Design Internship | Rapid Product Development (RPD) Intl. *August 2018 (2 weeks)*

- Tasked with the development of an office hydration design project which provided me with a valuable insight into a professional design studio. I independently created my own concept within five days and developed test rigs and CAD models to validate my design which I then presented to the senior design team.

Design & Sales Assistant | Anthony Mullan Furniture (AMF) *July 2017 – August 2018*

- A 13-month industrial placement during my third year of university working as a Design and Sales Assistant to three senior designers.
- Developed CAD designs for presentations, technical and production purposes, as well as creating visuals for customers.
- Produced detailed quotations based on agreed project specifications.

- Collaborated with senior designers, suppliers, and the production team, and attended and contributed to weekly production meetings.
- Responsible for greeting customers in the showroom displaying an approachable, knowledgeable, and helpful style.
- Simultaneously worked on multiple projects with a variety of senior designers at a demanding pace to meet deadlines and ensure project installations were not delayed.
- Represented the company at the 'Ideal Home Show' in 2018 and assisted in creating the exhibition stand for the event.
- Solely responsible for training and mentoring the new placement student for one month in all aspects of the placement role in preparation for their year at AMF.

Work Experience

Bartender | The Jolly Farmer, Brasserie Bar Co *February – June 2020*

Sabbatical | South East Asia *August - December 2019*

Sales Assistant | Rowan Garden Centre *April 2014 – August 2016*

Education

BSc Honours First Class Product Design | Bournemouth University *2015–2019*

Overall Result: 75% / Design project dissertation: 'BRIKET' (70%)

The Chalfonts Community College *2008–2015*

A-Levels: Product Design C, Geography B, Biology D

GCSE's: Grades A*-C (including Maths, English and Technology)

Key Skills

Self-motivation	Time management	Customer interaction	Lead qualification	Objection tackling	Product knowledge
Client acquisition	Goal setting	Client retention	Attention to detail	CAD design	Organisation
Photoshop (Proficient)	Illustrator (Intermediate)	Solidworks (Proficient)	Keyshot (Proficient)	MS Office (Proficient)	Fusion 2020 (Proficient)

Hobbies and interests

Digital print design, designing bespoke digital prints on Photoshop; **Running**, 5k to half marathon; **F1 Grand Prix**; **Scuba diving**, gained SSI open-water certification; **Cooking**, Asian cuisine, a specialty being Vietnamese Pho Soup; **Photography**, natural and urban landscapes, underwater, and aerial drone shots; **Personal fitness**, gym, weight, HIIT and circuit training; **Scrapbooking**, creating memory collections; **Foreign languages**; currently learning Spanish – Yo soy un desenador, y me encantan las cocinas!

References

Available upon request.