

# Z. EDWIN BARKER

GUITAR TECHNICIAN, SENIOR SALESPERSON

## CONTACT

-  07487305966
-  info@edwinbarker guitars.co.uk
-  www.edwinbarker guitars.co.uk
-  Bath, UK

## SKILLS

- Product Expertise:** Specialist knowledge in stringed instrument repairs, setup, and maintenance, as well as amplifiers, pedals, and related accessories.
- Customer Service Excellence:** Strong interpersonal communication skills with a focus on creating positive customer experiences.
- Sales & Upselling:** Demonstrated success in driving sales of musical instruments and accessories through product demonstrations and consultative selling techniques.
- Team Leadership:** Skilled in coaching and mentoring junior staff, training new employees, and supervising day-to-day operations in a retail environment.
- Attention to Detail:** Extensive experience in inspecting, testing, and repairing a wide range of guitars and musical equipment.
- Inventory Management:** Proficient in stock control, including placing orders, managing inventory, and conducting stock takes.
- Time Management:** Efficient at balancing multiple responsibilities and ensuring tasks are completed within deadlines.

## EDUCATION

**Level 5 HND Diploma**  
in Stringed Instrument Making and Repair  
Franz Liszt Academy of Music, Budapest

2019-2022

### A levels

Zoltán Kodály Choir School, Budapest  
2019

**Grade 5 (RQF Level 2)**  
in Guitar performance  
2016

## LANGUAGES

English	◆◆◆◆◆
Hungarian	◆◆◆◆◆
French	◆◆◆◆◆

## PROFILE

AA highly motivated and detail-oriented professional with over 5 years of experience in the music industry, specializing in stringed instrument sales, repairs, and customer service. Holding a Level 5 HND in Stringed Instrument Making and Repair, I have developed a strong expertise in consultative selling, product demonstrations, and technical repairs. I have a proven track record of exceeding sales targets, providing exceptional customer service, and leading teams to achieve business goals. Passionate about music and committed to delivering top-tier service and results in all aspects of my work.

## WORK EXPERIENCE

### Senior Sales Person

PMT, Music retail shop, Oxford from 2022

- full-time senior salesman, key holder, shift leader
- exceeded targeted sales goals of musical products by 20% on average through upselling techniques and honest practices
- awarded Second Place for Outstanding Performance of Sales in national competitions within PMT (two consecutive years, 2022, 2023)
- coached weekly maintenance courses for the company
- shadowed trainees
- keyholder: opening / closing responsibilities
- daily cash pulls and till counts
- regularly helped redesigning the layout of product shelves and interior of the shop
- responsible for customer orders and ensuring these are dispatched on time

### Assistant Luthier and Guitar Technician

Vintage '52, Guitar store and repair shop, Budapest 2019-2022

- specialist repairs works, thoroughly inspecting, testing, and setting up a wide range of guitars
- repaired over 600 guitars, gaining specialist working knowledge of multiple fretted instruments
- experience testing amplifiers, pedals and other accessory products
- assessment and administration of customer returned guitars
- sales assistant: ensuring a positive customer experience, demonstrating guitars and amps.