Jefferson Earl

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PROFILE

Seeking ongoing order picker work, including picking, packing and warehouse support as trained, around building House10X Digital, a startup providing digital online solutions for business. Labouring experience includes construction labour with Richard Gilbert Constructions many years ago, and various labour jobs with Gilbert Repairs in 2024. Also worked as a truck driver delivering Woolworths online home deliveries from March 2018 to October 2018, including heavy manual loading of trolleys and totes. Physically fit and active, with interests in gym, sports and swimming, and used to working at pace in a busy venue at Crown Melbourne. Comfortable working accurately under pressure and as part of a team. Prepared to work flexible hours, including rotating shifts across mornings, evenings, nights and weekends.

KEY STRENGTHS

- Living within 20 minutes of Braeside
- Labouring experience, including construction labour many years ago and various labour jobs in 2024
- Guest-facing service in a busy Crown Melbourne venue
- Clear communication and a people-focused manner with the public
- Works well in a team, sharing ideas and supporting others
- Physically active, with interests in gym, sports and swimming
- Prepared to work flexible hours, including nights and weekends
- Reliable, with long experience managing time and commitments through running businesses
- Practical, creative problem solving

EMPLOYMENT HISTORY

Founder | House10X Digital
2024 – Present

- Building a startup that provides digital online solutions for business.

Various labour jobs | Gilbert Repairs
2024

- Carried out various labouring jobs for a labour company.

Director | House10X Real Estate
2018 – 2024

- Ran House10X Real Estate.

Truck driver | Woolworths online home deliveries
March 2018 – October 2018

- Truck driver delivering retail shopping for Woolworths online home deliveries.
- Delivered online goods from the truck and packed the truck.
- Heavy manual loading of trolleys and totes, carrying them into customers' houses.

Director | Cornerstone 882 Pty Ltd
2012 – 2018

- Managed a sales team overseas and implemented sales training.
- Looked after clients, including clients in China, with a focus on clear communication and reliable service.
- Worked closely with professional services to provide a high standard of service for clients.
- Coordinated residential projects and worked with developers and other parties in Australia.

Sales Manager | Custom Bind Pty Ltd
January 2000 – 2011

- Managed sales staff to meet targets.
- Mentored sales staff and led by example.
- Developed new business through relationship building.
- Worked closely with major clients to ensure client satisfaction.

Front of house | Waterfront (seafood restaurant at Crown Melbourne)
Around 2006

- Served guests in a busy waterfront restaurant at Crown.
- Provided food and drink service on the floor.

Marketing Manager | Dine Wise Australia
November 1997 – 2000

- Managed a phone sales team and developed targets for the team.
- Negotiated special offers and promotions with restaurant clients.
- Refined and implemented new projects.

Fundraising consultant | Richmond Football Club
Earlier

- Undertook door-to-door fundraising and dealt with the public in person.
- Followed up supplied leads, made outbound calls, and developed relationships with key business groups.

Labourer | Richard Gilbert Constructions
Many years ago

- Carried out labouring work for a construction company.

EDUCATION AND LICENCES

Diploma of Business Management, Pollard Institute, 2010
Full Victorian Real Estate Licence, 2009 - Present
First Aid, St John Ambulance

INTERESTS

Gym, sports, swimming and healthy living.