

Curriculum Vitae

Amy Murray

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EDUCATION

- **Technological University Dublin** - Bachelor of Laws (Hons)(LLB) – Final Year Student
- **Blackrock Further Education Institute** – QQI Level 5 Legal Studies
- **University College Dublin (UCD Sports & Fitness)** 2017-2018 - Received a fully accredited and internationally recognised Level 4 Personal Trainer and Pilates Instructor Qualification.
- **Ardgillan Community College**, Balbriggan, Co. Dublin, 2012-2017 (Junior and Leaving Cert)

WORK EXPERIENCE:

- **Brown Thomas Arnotts - Beauty Hub Department | Full Time Commission Sales Associate**
September 2023 - Present

As a full-time sales associate at Arnotts Beauty Hub, I apply extensive skincare and haircare knowledge to engage in personalized, one-on-one consultations with customers. This role sharpens my analytical skills, emphasizing attention to detail in tailoring product recommendations to meet individual needs. With excellent communication skills, I address customer concerns, present product options, and facilitate decision-making and overall customer satisfaction.

Additionally, I handle phone queries and sales, showcasing strong organizational and time management skills. I also make contributions to operational efficiency, involving in-store audits and file management.

- **Luxottica Group | Full Time Commission Sales Associate | March 2022 – September 2023**

As a full time sales associate for Luxottica group, a leader in premium, luxury eyewear, my role was to enhance the customer experience by educating customers on eyewear and the various levels of protection available, but also highlighting the fashion aspects, given the array of designer brands we offered.

This role was characterised by a significant focus on meeting targets. I had individual daily, weekly, and monthly sales targets, with a strong emphasis on key performance indicators (KPIs). Meeting these targets, especially upselling, was crucial, as our commission structure was directly tied to achieving them. Monthly review meetings with management provided feedback on sales and KPI performance, making this high-pressure job a valuable experience in a goal-oriented environment.

- **Brown Thomas Arnotts | Thomas Sabo Concession - Part Time Commission Sales Assistant | October 2020 – January 2022**

As a sales assistant at Thomas Sabo, my duties included, having extensive product knowledge, sizing and altering jewellery/watches for customers, customising, and engraving jewellery, selling luxury items to customers both in person and over the phone. This role emphasised the significance of excellent customer service and professionalism in sales

- **VILA Clothing – Store Manager | June - October 2020**

As manager of VILA Clothing, a women’s fashion store, I efficiently managed all aspects of store operations, including: Creating rosters, overseeing payroll, and conducting daily communication with area managers through meetings and conference calls. Responsibilities extended to ensuring staff adherence to store standards, conducting staff meetings, delegating tasks, managing employee attendance, and overseeing pricing and stock control.

- **Black Rose Gym | Personal Trainer, Fitness Instructor & Front of House Operations February 2019 - November 2019**

As personal trainer, my duties included some admin work such as: running front desk operations, addressing membership matters, and handling inquiries.

In addition to: Conducting client consultations, tailoring plans to client’s needs, which entails exceptional communication skills. Teaching fitness classes and personalised one-to-one sessions, I am confident being a leader and commanding the attention of a room. I demonstrated adept time management and unwavering professionalism in customer interactions, fostering positive relationships with both current and potential clients.

References available upon request.

ACHIEVEMENTS & INTERESTS

- **Chairperson of TU Dublin Law Society 2023 - Currently**
I proudly assumed the role of Chairperson, leading the committee and dedicated to creating valuable opportunities for all society members. Successfully organized mixers and events, oversaw committee meetings, and maintained effective communication with the society office.
- **Public Relations Officer (PRO) of TU Dublin FLAC Society 2022-2023**
As PRO, I orchestrated the smooth operation of all FLAC social media accounts, infusing creativity into the role by designing infographics for events and posting timely updates. I also managed online messages and queries and kept all accounts up to date on events.

○ **Moot Court & Mock Trial Competitor**

I passionately engaged in advocacy throughout my degree, participating in numerous competitions where I competed before esteemed judges and academics. Valuable feedback from these experiences has enriched my skills, providing a solid foundation for my upcoming legal career. Juggling multiple competitions each academic year while working and studying full time underscored my effective time management and resilience. Please see a list of competitions I have participated in:

- Intersivity Law Summit Mock Trial Winner 2024
- Intersivity Law Summit 'Best Speaker' 2024
- Karen Kenny Memorial Moot finalist 2023
- National moot competitor 2023
- Intersivity Law Summit Mock Trial finalist 2023
- Karen Kenny Memorial Moot finalist 2022
- National Moot competitor 2022
- Technological University Dublin Internal Moot 2022