

# Raia James

Ontario

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Highly motivated and professional with over 7 years of experience providing a high level of support to businesses and consumers, communicating with internal and external stakeholders, and building strong relationships to achieve sales targets

## Work Experience

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### **Entrepreneur**

Raiactive Entertainment-Morant Bay, St. Thomas

Present

- Develop and execute sales strategies to drive revenue and manage a portfolio of mechanical parts to achieve a high customer retention rate.
- Conduct market research to identify new business opportunities and target prospects.
- Design graphics and create online sales and marketing strategies for my brand.

### **Store Supervisor**

Budget Buy-Morant Bay, St. Thomas

March 2020 to November 2020

- Administrative duties, including bank deposits and payroll distribution.
- Increased sales by implementing effective upselling and cross-selling strategies.
- Maintained up-to-date knowledge of product features and benefits to provide accurate information to clients.
- Collaborated with the sales team to develop targeted materials and promotional offers.

### **Marketing and Sales Representative**

Clair FM Online App Based Radio-Morant Bay, St. Thomas

January 2017 to February 2019

Radio Talk Show Host, Ambassador, Promotions Personnel, and Other Duties.

### **Model/Ambassador**

Face Impressions Model Agency-Kingston

February 2018 to August 2018

Part-time Modeling

### **Customer Service Representative/Store Clerk**

Supermed Group of Pharmacies, Lloyds Pharmacy-Morant Bay, St. Thomas

March 2015 to December 2016

Attract potential customers, recommend potential products or services to management. Managing inventory within the area assigned, assisting in other areas within the organization when asked and to maintain safe and clean working environment.

## Education

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### **Post-secondary education in Geography**

Morant Bay High School 6th Form (Pre-University Program)-MBHS

September 2011 to June 2013

### **High school diploma or GED in Secondary Education**

An Athlete in track and field all throughout high school-7 Highbury Road, Morant Bay, St. Thomas

September 2006 to June 2011

## Links

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<https://www.youtube.com/watch?v=VtmX9fZWv-I&t=5s&pp=ygUXaGVubmVzc3kgZnlhaCBpbmRlcZpZXc%3D>

<https://youtu.be/JGLAiT0U8Z8?si=MSGZPxa1Za8MWA8n>

<https://jam.milesplit.com/meets/136106-issa-boys-and-girls-championship-2013/teams/31321>

<https://jamaica-gleaner.com/article/news/20161222/raia-james-woman-determination>

<https://jamaica-gleaner.com/gleaner/20120221/sports/sports2.html>

<https://www.youtube.com/watch?v=56e3o55DYKg&pp=ygUUYWxsIGFjY2VzcyBzdCB0aG9tYXPSBwkjsgkBhyohjO8%3D>

<https://www.youtube.com/watch?v=utAJPYC5Zqg&pp=ygUUYWxsIGFjY2VzcyBzdCB0aG9tYXPSBwkjsgkBhyohjO8%3D>

<https://podcasts.apple.com/us/podcast/ria-james-jamaican-poet-producer-screenwriter/id1556357434?i=1000518578204&l=fr-FR>

## Awards

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### **Gold Medal: Athlete of the year**

February 2013

I have always had a strong work ethic and a goal-oriented attitude, even as a teenager, and I maintain the same attitude, with even more dedication and determination toward the job.

## Certifications and Licenses

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### **NCTVET in Customer Service ( ADMIN ASST) Level 2**

April 2023 to Present

## Publications

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### **Raia James : A woman of determination**

<https://jamaica-gleaner.com/article/news/20161222/raia-james-woman-determination>

December 2016

This was published after I was accepted to represent Team Jamaica at the World Championship of Performing Arts.

## Additional Information

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### Other Skills

Athletic, Model, Creative, Artistic. Proficient in using Microsoft Word, Excel and PowerPoint, and the Internet doing internet research.