

Callum Upton

CONTACT

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🌐 www.uptonfx.com

EDUCATION

Barton Peveril Sixth Form College

(2021-2023)

Creative Digital Technologies

- Game Design - UE5
- Animation - Blender
- Pre-Production Planning
- 3D Modelling for Games and 3D Animation - Blender
- Audio Creation for Game and Animation

Information Technology

SKILLS

- Sales and Negotiation
- Strong customer service and communication
- Customer Relationship Management
- Proactive and fast learner
- Problem-solving and attention to detail
- Time Management

Customer Service Advisor

Halfords (2022 - 2024)

- Provided expert advice on automotive products, cycling accessories, and car maintenance services, ensuring customers found the right solutions for their needs.
- Developed strong sales skills by upselling products, meeting sales targets, and promoting additional services such as fitting and warranties.
- Built rapport with customers, offering a friendly and informative shopping experience that encouraged repeat business.
- Worked efficiently in a fast-paced retail environment, handling transactions, stock management, and customer queries with professionalism.

WORK EXPERIENCE

Car Sales Executive

Richmond Hyundai Southampton (April 2025 - Present)

- Consistently delivered high levels of customer service throughout the vehicle purchasing journey, from initial enquiry to vehicle handover.
- Built strong relationships with customers, generating repeat business and referrals.
- Managed the full sales process including prospecting, test drives, finance discussions, and closing deals.
- Demonstrated strong product knowledge across the Hyundai range to confidently match vehicles to customer needs.
- Achieved and worked towards monthly sales targets within a competitive dealership environment.
- Effectively used CRM systems to manage leads, follow up enquiries, and maintain an organised sales pipeline.
- Presented vehicles to a high standard and conducted professional handovers to ensure excellent customer satisfaction.
- Collaborated with the finance and aftersales teams to maximise opportunities for additional products and services.

Freelance 3D Artist

UPTONFX (2024 - 2025)

- Worked closely with clients to understand their needs, translate ideas into visual concepts, and deliver tailored solutions—developing strong consultative sales skills.
- Created high-quality 3D models and visualisations for clients, working from concept through to final rendered images while meeting project briefs and deadlines.
- Gained experience in negotiation and pricing, learning to value services appropriately and maintain professional client relationships.

Apprentice Mechanic

Halfords Autocentre (2024 - 2024)

- Shadowed senior mechanics to understand vehicle diagnostics, maintenance, and repair.
- Developed strong communication skills by explaining technical details and repair processes to customers.
- Assisted in documenting vehicle issues and solutions, improving clarity for customers and internal teams.
- Gained in-depth knowledge of car models, features, and common repair needs—valuable for advising potential customers.