



Dauphine Garcin de Mayes

Sales/Merchandiser/Buyer

Paris, France

Dauphine is **Available to work**

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Work Preference

Location: Not looking to relocate

Pattern: Open to Full-time work

Employment: Permanent Positions

Skills

Teamwork (Advanced)

Sales (Advanced)

Management (Intermediate)

Pricing Strategy (Advanced)

Objectives and Key Results (OKRs) (Ad...)

Coordinating Activities (Advanced)

Cross-functional Coordination (Advanced)

Organization Skills (Advanced)

Analysis Reports (Intermediate)

Relating to Clients (Advanced)

Languages

French (Native)

Spanish (Basic)

Italian (Basic)

English (Fluent)

About

I have always been passionate about fashion, and always on the lookout for the latest trends. My ambition is to work in this field as close as possible to the product. I have experience in purchasing and sales, which has allowed me to develop my analytical sense, my strong product sensitivity, a talent for negotiation, a very good sense of interpersonal relations, but also a

BRANDS WORKED WITH

Samsung Electronics France

Chalhoub Group

Experience

● Key Account Manager in the storage

Samsung Electronics France | Jan 2021 - Jan 2022

Management of a portfolio of 10 clients (net sales 2021: 70M€): Fnac Darty, Boulanger, Amazon, Cdiscount...

- Weekly, monthly and annual tracking and reporting of sales, sell through and inventory
- Management of communication and promotional plans and pricing strategies for key accounts (coop, target price, selling price, margin management...)
- Customer relationship follow-up: quarterly update, daily follow-up, CPFR and events
- Analysis and synthesis of the market through GFK, of consumers through Dealabs and customer reviews, of statistics from our partners and of the different marketing supports (search, emailing, social networks...)
- Annual negotiation for framework contracts (PAF)
- Elaboration of monthly and annual business plans and action plans (promotions, highlighting, stocking)
- Competitive intelligence to develop the commercial strategy to follow



● Intern

Chalhoub Group | Jun 2018 - Jul 2018

- Analysis of brand performance and sales recommendations
- Purchase forecasting in relation with the marketing/merchandising team
- Participation in the management of the section managers
- Inventory and stock matching