



Stefano Piovesan

Sales Associate

📍 London, UK

✔ Stefano's availability **should be discussed**

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Work Preference

Location: Not looking to relocate

Pattern: Open to Full-time work

Employment: Permanent Positions

Skills

Shoes (Advanced)

CRM (Advanced)

Sales Performance (Advanced)

Multitasking (Advanced)

Organizational skills (Advanced)

After Sales (Advanced)

Languages

English (Fluent)

Italian (Native)

About

Enthusiastic and creative person always looking to improve and learn more, happy to work in a team and with own initiative.

5 years of sales customer-focused with successful sales experience in busy boutiques, and a positive, confident approach.

Well developed-skills in the customer journey, forming strong relationships with clients and offering expert advice according to their needs and personal KPIs. Confident and fast learner of new programs/procedures and ability to transfer to others.

Studied at the Footwear design school close to Venice with a previous Bachelor's degree in Industrial Design resulted in working for 3 years as a designer and developer for different shoe factories.

Harrods induction approval for working as Sales advisor.

Sincere interest in art, fashion, design, new technologies, illustration, and contemporary exhibitions.

BRANDS WORKED WITH

Antonio Barbato - Maestri Veneziani

Benugo

BZ MODA Shoe factory

Church's

Coal Grill & Bar

Favaretto/Partners

Gianfranco Meggiato

Longchamp

Moda Heels factory

OLG (ex IRIS)

Experience



● Luxury Sales Associate

Longchamp | Jun 2019 -

- Provide luxurious experiences to the Clients
- Engaging with clients and creating strong relations, supporting the CRM campaigns
- Strong understanding of the company values and ability to product storytelling
- Independent to operate the POS and Sales Management System
- Exceed the weekly and monthly KPIs and sales goals
- Supporting Store tasks and the Stock when needed
- Supporting the web store in preparation for orders and deliveries
- Expert in the personalization service and embossing of leather
- Supporting the after sale-service
- Flexible in helping other departments
- Worked in different Longchamp Boutiques within the London area: New Bond Street, Harrods, John Lewis Oxford Street, Peter Jones, Westfield White City, Kingston Bantalls, Fenwick Brent Cross
- Harrods induction approval

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● Luxury Footwear Sales Assistant

Church's | Dec 2017 - May 2019

- Exceed weekly and monthly KPIs and sale goals
- Exceptional luxury customer service and ability to build professional relations with clients
- Strong understanding of the company values and the process of shoes
- Arranging deliveries and stockroom responsibilities
- Responsibility for the shoe care products' weekly order
- Responsibility for the after-sale service
- Supporting the Assistant Manager in the markdown process, process consolidation, stock check



● **Cashier/Barista**

Benugo | Oct 2017 - Nov 2017

● **Waiter/Food runner**

Coal Grill & Bar | Aug 2017 - Sep 2017

- Serve food and maintaining customer relationships and addressing customers needs
- Provided and maintained a clean and tidy restaurant for staff and guests

● **Heel technician designer**

Moda Heels factory | Nov 2015 - May 2017

- Strong understanding of the 3D modelling and CAM
 - Ability to traduce the initial idea of the luxury brand to the final prototype
 - Designing heels and bottoms of the shoe
 - Developing custom products for a fashion show with the 3D prototyping machine
 - Ensure multiple deadlines met with the clients' request
- Software: Delcam Powershape, Delcam Powermill, Haas milling machine

● **Footwear developer Intern**

BZ MODA Shoe factory | Jun 2015 - Sep 2015

Supporting the office team in many duties:

- trend research, drawings, CAD, creating bills of materials, detailing the prices and product classification
- development of a wide variety of women shoes for the different markets
- reviewing patterns, fit and style amendments

Software: Rhinoceros, Photoshop, Bills and costing program



● **Product Designer Intern**

Favaretto/Partners | Sep 2012 - Dec 2012

- Working on a range of domestic and commercial projects utilizing customer requirements and industry standards ensuring multiple deadlines
- Designing and developing the idea from the sketch to the 3d including real prototypes

Software: Rhinoceros, 3ds Max, Keyshot, Photoshop

● **Sculpture assistant Intern**

Gianfranco Meggiato | Jul 2011 - Aug 2011

- Assisting the artist in stage 1 of the lost-wax casting
- Preparation of the wax and moulding the product by hand following the guidelines
- Ensure to finish each sculpture in a timely manner and to respect deadlines

● **Footwear designer Intern**

Antonio Barbato - Maestri Veneziani | Jun 2009 - Jul 2009

- Assisting the office team in different duties: trend research, drawings, CAD, creating bills of materials
- Collaboration with some skill workers in different departments

● **Footwear developer Intern**

OLG (ex IRIS) | Jun 2008 - Jul 2008

- Assisting and supporting the Product developer of Marc Jacobs and catwalk
- research of new materials, trends and techniques for the new ideas
- Involved in the meetings to understand the design and specifications
- Inputting information into the computer system for the creation of technical sheets

Education & Training

- 2014 - 2015 ● **Politecnico Calzaturiero (Footwear Design School), Venice**
Associate's degree,
- 2010 - 2014 ● **IUAV University, Venice**
Bachelor's degree,
- 2005 - 2010 ● **Artistic High School P. Selvatico**
High School Diploma,