



# Clara Zampedri

An ambitious and fast-learning professional searching for a stimulating environment to continue her career.

📍 Brescia, Province of Brescia, Italy

✅ Clara is **Available to work**

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## Links

 [LinkedIn](#)

## Work Preference

Location: Open to relocate

Pattern: Open to Full time or Part time work

Employment: Permanent Positions

## Skills

B2C (Advanced)

Detail-oriented (Advanced)

Commitment towards work (Advanced)

Fast learner (Advanced)

HubSpot (Intermediate)

Team Building (Advanced)

Photoshop

Zapier

Intercom

Mailchimp

B2B

Sales

Customer Service

## About

A motivated art professional and art lover, passionate about the art sector and committed to helping the company succeed. An ambitious and fast-learning professional who is searching for a stimulating environment where leveraging both her team-orientated and individual skills to continue her career in the cultural and creative industries. Past and present experiences have helped in developing an efficient worker with a flair for details and planning. In particular, the candidate can show proven experience in private clients management and end-to-end sales in the artistic industry.

### BRANDS WORKED WITH

Advisory Board for the Arts - Remote

Artland

Oro & Argento Viaggi – Bagnolo Mella (IT)

## Experience

### ● Research Intern

Advisory Board for the Arts - Remote | Jan 2023 - May 2023

- Assist with custom research projects for members
- Co-manage website and articles publication



### ● Private Sales Manager

Artland | Feb 2022 - Oct 2022

- Developed the new Private Sales Department in terms of division of labour and definition of KPIs.
- Maintained an overview of the team's tasks and provided coordination of the strategy, helping to close sales in the most efficient way.
- Sourced supply according to the client's taste and matched demand with the current inventory.
- Responsible for research into the current state of the market, of artists' career and auction results.
- Set up a new network of affiliated brokers and advisers and managed the communication with such network.



### ● Partner Success Assistant and Project Coordinator

Artland | Sep 2020 - Feb 2022

- Prepared monthly analysis on the partner galleries' KPI, both internally and externally.
- Managed a number of partners from the onboarding phase to the eventual churn.
- Ran the communication with partners through the integrated chat system and created a flow for the automatic chatbot.
- Created a number of tests for new features on the platform and updated the help center page accordingly.
- Planned and coordinated external projects such as online fairs and managed the communication and coordination with the external stakeholders for such projects.

### ● Travel Agent Assistant

Oro & Argento Viaggi – Bagnolo Mella (IT) | Jan 2019 - Aug 2019

- Managed the front desk to plan, organize and book trips and holidays for private clients, as well as for schools and companies.
- Updated the CRM system while strengthening the relationship with customers and partners.
- Managed the company's social media platforms which included the daily posts on Instagram.

Project Coordination

## Languages

Arabic (Basic)

Italian (Native)

English (Fluent)

## Education & Training

- 2019 - 2021 ● **Copenhagen Business School**  
Masters, MSoSC in Management of Creative Business Processes
- 2015 - 2018 ● **Alma Mater Studiorum, Università di Bologna**  
Bachelor, Bachelor's degree in Asian Languages, Cultures and Markets
- 2010 - 2015 ● **Liceo Classico Arnaldo**  
High School Diploma, High School Diploma in Classic Subjects