



Nadya Karabely-ova

Store Manager

📍 Paris, France

✓ Nadya'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

Team Management (Advanced)

Team Leadership (Advanced)

Employee Learning & Development (Ad...

Clienteling (Advanced)

Operations (Advanced)

Business Development (Advanced)

Sales Force Development (Advanced)

KPI Dashboards (Advanced)

People Management (Advanced)

KPI Implementation (Advanced)

Store Management (Advanced)

Key Performance Indicators (Advanced)

Languages

French (Fluent)

Russian (Work Proficiency)

Italian (Work Proficiency)

About

15 years of international experience (Paris, Cannes, London) in the luxury retail with 360° vision. Result-driven and client-focused retail manager, recognized for commitment, great problem-solving skills, passion for excellence and proven success in maintaining profitable retail operations. Effective communicator at all levels and leader who builds team spirit and exceeds targets through driving performance in a team.

BRANDS WORKED WITH

Giorgio Armani

Giorgio Armani Donna

Vertu Corporation

Vertu (Nokia Group)

Experience

● Flagship Store Manager

Giorgio Armani Donna | May 2016 - Now

- Responsible for meeting budgetary and sales targets through motivating and developing staff. Secure growth and positive KPIs.
- Manage, coach and train team to excel and deliver high standards of retail experience. Conduct 1 to 1 meetings & performance plans.
- Analyze sales figures and weekly KPIs achievements to forecast future sales volumes and maximize profits.
- Liaise with buying teams and attend Milan fashion shows to select the collections and generate optimal sales performance.
- In charge of the Fine jewelry, Made To Order & special products' projects to increase brand loyalty and recruit new clients.
- Work with VIP, press & Haute couture offices to deliver exceptional experience in line with the brand's image.
- Liaise with CRM department & Retail manager to implement effective action plans and deliver performance.
- Work closely with VM team to set-up specific presentations, optimize stock levels and increase sales performance.
- Develop business links within the local community to drive additional business to the store.
- Organize store events to increase visibility and enrich the data base.
- Flagship stores coordinator for both the ladies & men's boutiques at avenue Montaigne.

● Store Manager

Giorgio Armani | Jan 2013 - Jan 2016

- Directed the opening of the boutique and the expansion of the brand in South of France. Secured 2 digits growth & excellent KPIs.
- Recruited, trained & managed team (10 - 15 staff) to deliver performance and excellent standards of customer service.
- Worked closely with buying teams to boost sales & optimize ST.

● Concession Manager

Vertu Corporation | Jan 2011 - Jan 2013

- Developed and implemented plans to maximize sales and meet and exceed goals and objectives. Drove store sales by 14%.
- Implemented store procedures, set standards, and modelled behavior for optimal customer service. Guest shopping result 97%.
- Oversaw all store operations: managed and made key decisions about stock control & new product launch.
- Organized and directed marketing events for pop up stores.
- Built strong relationships with all departments in store such as By Appointment, Private Suite, and all relevant units in the HQ.

● Senior sales consultant

Vertu (Nokia Group) | Jan 2007 - Jan 2011

English

Bulgarian (Native)

- Sold high value handcrafted phones. Exceeded targets by 10%.
- Developed and cultivated a client portfolio of over 350 names.
- Prepared daily marketing and financial reports.

Education & Training

- 2006 - 2007

Upec

Master degree , International Trade
- 2005 - 2006

Assas

Bachelor's degree , International Economics
- 2002 - 2005

Sophia Antipolis

Licence , BA Management and Economics