



Ignas Vitkauskas

Department Manager International Designers, RTW

📍 London, UK



👍 Ignas's availability **should be discussed**

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Links

 [LinkedIn](#)  [Instagram](#)

Work Preference

Location: Open to relocate

Pattern: Open to Full-time work

Employment: Permanent Positions

Skills

Sales (Advanced)

Team Management (Advanced)

Customer Service (Advanced)

Human Resources (HR) (Advanced)

Employee Relations (Advanced)

Time Management (Advanced)

Planning (Advanced)

Customer Satisfaction (Advanced)

Interpersonal Communication (Advanced)

Organization Skills (Advanced)

Teamwork (Advanced)

Administration (Advanced)

Relationship Building (Advanced)

About

Dynamic Department Manager with 13 years of comprehensive experience in high-street and luxury fashion retail management, specialising in international designers. Offers a deep understanding of luxury brands, a track record in driving sales, and proficiency in delivering accurate sales forecasts and analyses. Demonstrates exceptional team leadership and management skills, with a focus on fostering a collaborative and high-performing work environment. Excels in store operations, commerciality, and problem-solving. Committed to ensuring the smooth functioning and success of the International Designers department at Harvey Nichols, utilizing a disciplined and strategic approach to boost sales, enhance brand reputation, and provide an unparalleled shopping experience for clientele.

BRANDS WORKED WITH

Harvey Nichols

ZARA

Experience



● Department Manager

ZARA | Apr 2017 - Nov 2022

Ensuring that procedures are in place, driving them, monitoring and putting corrective actions in place when necessary, for all the following procedures: security and shrinkage, cash desk management, administration management, health and safety

Working with KPI's, managing hours, budget, rotas, payroll and recruitment

Using commercial and product knowledge to drive sales and other activity in the store using the internal tools provided

Driving, monitoring and supporting customer service action plans. Responsible of customer satisfaction in the store

Stock management. Ensuring that the store is merchandised according to current trends, best sellers and companies guidelines. Making sure that the stockrooms are organised efficiently

Managing performance of the employees, coaching them when needed

Cost control. Controlling stationary, cleaning, maintenance, uniforms and travel costs in line with company's budgets

Managing HR and ER processes in store



● Visual Merchandising Manager

ZARA | Aug 2014 - Apr 2017

Ensuring that the floor layout is merchandised in accordance with the company guidelines

Identify and action creative and visual ideas for the stores. Manage in-store props and internal mannequins in order to maintain high standards of image

Keeping up to date on the latest fashion trends and provide feedback on comps activity

Analysing daily information and reacting to it accordingly

In charge of planing the commercial and visual activity of the stores in a

Sales Recruitment (Advanced)

Job Coaching (Advanced)

Luxury Lifestyle

Client Communication

Languages

Russian (Basic)

English (Fluent)

Spanish (Basic)

Lithuanian (Native)

daily/weekly and seasonal manner

Working alongside the operational manager, controlling product levels in store and communicating with senior management

Responsible of training and developing the commercial team

New store opening and refits



● Head Visual Merchandiser

ZARA | Jan 2012 - Apr 2017

Organising the effective and efficient utilisation of store space

Working closely with the management and marketing team to increase sales

- Planing the deliveries
- New product placemat
- Organising the team
- Team development
- Analysing sale figures and forecasting sales
- Delivering weekly floor moves



● Visual Merchandiser

ZARA | Sep 2010 - Jan 2012

Ensured each area of the store is well stocked, rotated and looking the best.

Monitored stock levels and reviewing product performance in order to identify current and future performance opportunities.

Delivered weekly floor moves.

Was making sure store is merchandised according to company's standards.



● Department Manager International Designers

Harvey Nichols | Nov 2022 - Now

Currently manage and drive sales of over 30 luxury brands across International Designers RTW Department , Brands include: Chloé, Loewe, Stella

McCartney, Dries Van Noten, Jacquemus, Khaite, Zimmermann, Paco Rabanne, Balmain, Isabel Marant, JW Anderson, Jean Paul Gaultier, Dion Lee, Coperni and many others. Including concessions such as: MaxMara, Moncler and Jil Sander.

- Assist with the management of Designer Shoes and International Designers Accessorises departments.
- Build strong relationships with brands and stakeholders.
- Manage 30 plus team members, including 2 Assistant Department Managers.

Education & Training

2009 - 2010

● University of Bedfordshire

Access year, Access Pass Grade : Interior Design And Architecture

1997 - 2009

● Volunge Secondary School

High School Diploma, Maturity Certificate , Maths, English, Science, Arts