

# Sébastien Rivet

Store Manager

📍 Bordeaux, France

✅ Sébastien is **Available to work**

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## Work Preference

Location: Open to relocate

Pattern: Open to Full-time work

Employment: Permanent Positions

## Skills

Management (Advanced)

Luxury (Advanced)

Clienteling (Advanced)

SaaS sales (Advanced)

Relationship Building (Advanced)

Merchandising (Advanced)

## Languages

English

Spanish

## About

BRANDS WORKED WITH

Air Liberté (British Airways)

Charles Jourdan

Divine

J.M. Weston

Printemps Haussmann

Saint Honoré

## Experience

### ● Store Manager

Divine | Sep 2017 - Mar 2022



### ● Store Director

J.M. Weston | Jan 2010 - Aug 2016

- Management, recruitment and training for sales advisers (3 people)
- Individual tracking and reporting
- Establishment of budgets, tracking costed objectives, and analysis of production indicators
- Implementation of a sales protocol and a client service protocol
- Implementation of action plans and control of documents relating to operating accounts Partnership development (Grand Hôtel de Bordeaux, Chamber of Commerce) . Development of the client portfolio and events organisation . A twenty-year turnover record: 1 million €



### ● Accessories Department Manager

Saint Honoré | Jan 2007 - Jan 2010

- Management, training, and evaluation of the team (4 people)
- Sales tracking, client loyalty management, and file updates (top 100 and VIP panels)
- Quality and stock release management
- Client service optimisation and complaint management
- Brand alignment management for window and interior displays
- Preparation, implementation, and completion of perpetual and fiscal inventories

### ● Assistant Director

Printemps Haussmann | Jan 2004 - Jan 2006

- Team management (3 people) Operating account management and costed objectives
- Stock tracking and rotating inventories
- Business reporting and key indicator tracking . Cash and electronic flow management
- Sales analysis, weekly assessments, and restock orders

### ● Sales adviser

Charles Jourdan | Jan 2002 - Jan 2004

Till management, stock management, perpetual inventories

### ● In-flight attendant (steward)

Air Liberté (British Airways) | Jan 1998 - Jan 2001