



Marie-Agnès Paul

Store Manager

Paris, France

Marie-Agnès'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

Intelligence Analysis (Intermediate)

Fashion Buying (Intermediate)

Training (Advanced)

Visual Merchandising (Advanced)

HR Analytics (Intermediate)

Sourcing (Intermediate)

Global Recruiting (Intermediate)

Team Building (Advanced)

People Management (Advanced)

Languages

English (Fluent)

About

- More than 15 years of experience in luxury retail with prestigious companies
- Passion for fashion, its history and trends
- Expertise in commercial strategies and optimization of sales indicators
- Portfolio of VIP clients: international and loyal
- Management and team building
- Fluent English

BRANDS WORKED WITH

Off White - Galeries Lafayette

Agent Provocateur

Valentino - le Bon Marché

Christian Dior Couture

Sonia Rykiel

DESTREE

Experience

● Store Manager

Off White - Galeries Lafayette | Apr 2018 - Jul 2022

Ready-to-Wear and Leather Goods

- Stimulating sales with the support of a solid data base of exclusive and loyal clients
- Management and team building (8 employees)
- In charge of daily sales report and monthly analysis
- Supervising stock management and managing inventory



● Boutique Manager

Agent Provocateur | Nov 2016 - Apr 2018

Lingerie, corseterie & nightwear

- Defining the boutique strategy to increase turnover
- Management and team building (3 employees)
- Daily and weekly reporting
- In charge of the visual merchandising and the respect of the guidelines

● Store Manager

Valentino - le Bon Marché | Jul 2013 - Nov 2016

Ready-to-Wear

- Defining the corner strategy to increase turnover
- Management (1 employee)
- Selecting the collection at the Milano and Paris, Place de Vendome, showrooms



● Senior Sales Assistant

Christian Dior Couture | Sep 2006 - Jul 2013

Lingerie and later on Leather Goods and several department such as Dior Men, Women shoes and Baby Dior at Galeries Lafayette Haussmann

- Sales, cashing and merchandising
- In charge of coaching interns and junior sales assistants
- Responsible of the special customers' requests



● Sales Assistant

Sonia Rykiel | Jan 2004 - Aug 2006

Pioneer store dedicated to women sensuality

- Sales, cashing, merchandising and design show cases
- Restocking and stock administrator



● Store Director

DESTREE | Jul 2022 - Now

DESTREE is a women's ready-to-wear and accessories brand created in 2016 in Paris by Géraldine Guyot and Laetitia Lumbroso. The brand draws its inspirations from the contemporary art world.

Missions:

- Management of the brand's two points of sale: the flagship located on 3Rue du 29 Juillet and the corner at Le Bon Marché
- Management of a team of 7 employees
- Supporting the brand's commercial expansion: developing and optimizing the customer file, setting up partnerships and events
- Welcoming and advising customers with the objective of building customer loyalty
- Responsible for visual merchandising and the development of window displays
- Management of the stock