



Alessandra Maria Conti

Experienced Sales Associate

📍 Copenhagen, Denmark

✓ Alessandra Maria'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

Sales (Advanced)

Team Building (Advanced)

Client Prospecting (Advanced)

Customer Service (Advanced)

Stock Control (Intermediate)

KPI Reports (Intermediate)

Storytelling (Advanced)

Customer Satisfaction (Advanced)

Team Management (Intermediate)

Languages

Italian (Native)

English (Fluent)

About

BRANDS WORKED WITH

Bang & Olufsen

Calzedonia

Mon Purse

Nespresso Italia S.P.A.

the Swatch Group Italia

Experience



● Sales Associate

Bang & Olufsen | Oct 2021 - Now

Responsibilities:

- Responsible for customer service
- Responsible for day-to-day operations
- Ensuring professional and knowledgeable management of all customer queries
- Constant training on product knowledge and sales techniques
- Achieving sales in line with set KPI's and budgets

● Coffee Specialist

Nespresso Italia S.P.A. | Oct 2020 - Oct 2021

Responsibilities:

- Responsible for customer service
 - Stock Keeper
 - Visual Merchandising (boutique and windows)
 - Constant training on coffee blends and sales techniques
 - Achieving sales in line with set KPI's and budgets COSMETICS FRAGRANCE DIRECT (Fragrances, make-up and skincare store) Melbourne, Australia
- Responsibilities:
- Responsible for customer service
 - Cash handling
 - Visual Merchandising (store and windows)
 - Stock replenishment
 - Managing team members (shifts, training e performance)
 - Achieving sales in line with set KPI's and budgets
 - Constant training on new fragrances and beauty products



● Store Manager

Mon Purse | Apr 2019 - Dec 2019

(Customisable leather bags and accessories company) Adelaide, Australia

- Responsibilities:
- Responsible for customer service
 - Visual Merchandising
 - Reaching goals by training, motivating and providing feedback to staff ensuring high levels of customer satisfaction through excellent customer service
 - Managing team members (shifts, training e performance)
 - Achieving sales in line with set KPI's and budgets



● Sales Assistant

Calzedonia | Feb 2018 - Mar 2019

Assistant Store Manager 10/2013 – 12/2014 Sales Assistant CALZEDONIA (Italian beachwear company) Milan, Italy

- Responsibilities:
- Responsible for customer service
 - Cash handling
 - Stock replenishment
 - Visual Merchandising (store and windows)
 - Attended fashion shows to view new ranges of products

● Sales Assistant

the Swatch Group Italia | Apr 2015 - Mar 2017

Responsibilities:

- Responsible for customer service
- Cash handling
- Stock replenishment
- Training on sales techniques
- Achieving sales in line with set KPI's and budgets