



Agne Norvilaite

Executive Sales Manager

📍 Denmark

[View profile on Dweet](#)

Links

[in LinkedIn](#)

Languages

Lithuanian (Native)

Russian (Basic)

English (Fluent)

About

Goal-orientated, creative, and highly motivated professional with exceptional knowledge of luxury markets committed to making a positive contribution to an organisation that values dedication, analytical thinking, and hard work. With innovative thinking, creative problem-solving approach, and an international outlook, enhancing the customer experience through effective communication are at the core of everything I do.

BRANDS WORKED WITH

HELIOT EMIL COPENHAGEN

TOMORROW LTD MILAN

SELENE COLLINS AGENCY

Dover Street Market

Experience

● Sales Manager

HELIOT EMIL COPENHAGEN | Jan 2023 - Now

- Leading the commercial sales strategy, identifying and developing new business opportunities
- Budget planning and effective management of global sales agents from 247 Showroom and SEIYA Nakamura 2.24, ensuring set targets are met
- Managing and developing relationships with clients, ensuring the strategic positioning of the brand
- Leading and coordinating sales campaigns in Milan and Paris, collaborating with design, production, and artistic departments to ensure timely execution of deadlines
- Conducting seasonal range planning to maximize sales opportunities, ensuring a balanced and competitive product offering that strikes a good balance between both brand image and business drivers
- Seasonal pricing strategy, based on competitive analysis and sell-through results
- Restructured the wholesale department, introduced new processes, and redefined responsibilities across various departments
- Executing drop-planning by coordinating with the in-house production department and warehouse to ensure timely deliveries
- Managing order confirmation, invoicing, and accounts receivable processes
- Collection training for the sales staff, ensuring a comprehensive understanding of the products and effective representation in the market.

● Global Sales Executive

TOMORROW LTD MILAN | Jan 2021 - Jan 2023

- Owning revenue and growth targets for brand portfolio: Nensi Dojaka, Martine Rose, GMBH
- Leading seasonal sales campaign by identifying new business development opportunities and negotiating budgets, contracts, payment terms and exclusivity agreements
- Managing relationships with all the largest global fashion industry players, responsible for €10M in yearly revenue across all markets
- Identifying partnership roadblocks and partnering with production, design, marketing and operations teams to develop solutions to address them and leading sales execution process
- Brand building by providing consultative services and offering recommendations based on competitive market analysis, sales data and fashion industry expertise
- Seasonal merchandise planning by identifying product categories growth opportunities within the global fashion landscape and giving data driven guidance to design team
- Critical path management of exclusive capsule projects acting as the bridge for designer, client and all multifunctional teams
- Training and mentoring 2 junior sales team members, identifying strengths and weaknesses and motivating them to excel to the highest professional potential



● Sales Manager

PASKAL | Jan 2018 - Jan 2020

- Developing and implementing a sales strategy to drive global business growth
- Identifying new business opportunities and creating effective communication plans
- Maintaining relationships with existing clients, working alongside design, marketing, and production departments to ensure that client's expectations are met to the highest standards
- Responsible for execution of end to the end sales campaign, from creating and running sales presentation to leading negotiations
- Ongoing sell-through reporting and evaluating product performance
- Merchandise planning, partnering with a designer to coordinate assortment and build a competitive product range
- Project managing a launch of exclusive capsule collections with top clients: Club 21, Nordstrom
- Pricing strategy based on sales data and competitive market research
- Creating and delivering the seasonal sales training program, advocating the brand's core values
- Partnering with the logistics team to ensure on-time delivery of the collections to the stores
- Implementing a seasonal delivery schedule based on product demand trends and regional consumer shopping behavior patterns .

● Sales Manager

SELENE COLLINS AGENCY | Jan 2017 - Jan 2018

- Working across Monographie and Paskal accounts, maintaining and developing brand's relationships with clients
- Responsible for regional and global strategic budget planning resulting in sustainable growth
- Identifying focus markets, keeping the database up-to-date
- Market research, owning competitive analysis across the entire set of company products
- Showroom calendar management, appointment handling, order follow-ups
- Managing worldwide brand's distribution, negotiation on exclusivity terms
- Seasonal post-market analysis, giving product development feedback, based on data and bestseller list and providing with strategic recommendations for business development
- Overseeing Lane Crawford x Monographie x Swarovski special collaboration, leading negotiations, and managing the timeline



● Floor Manager/ Buyer

Dover Street Market | Jan 2013 - Jan 2017

- Sharing buying responsibilities with a senior buyer creating a clear strategy for seasonal revenue growth
- Responsible for in-store product range selection based on the evaluation of consumers demands
- Establishing and maintaining a good relationship with vendors, monitoring performance, and creating strategic recommendations to maximise sales
- Working under tight deadlines to achieve the company's expansion goals
- Helped to set up a new store in Haymarket, coordinating a critical path of the stockmove, testing new operation system, training the team
- Analysing sales data and KPI's implementing clear and effective solutions to increase the team's performance
- Training and managing a team of eight plus six concession's staff member
- Optimised the staff competencies to lead business growth and finishing a year on 118% vs. budget, being number 1 out of 6 departments.
- Managed relationship with top-spending clients, delivered the highest level of customer service by profoundly identifying their needs and resolving issues
- Overseeing visual merchandising including both creative and strategic layout of the floor



● Assistant 3rd Floor Manager

Dover Street Market | Jan 2012 - Jan 2013

- Stock control, floor and customer relationship management, and operations
- Setting the highest standard of seamless operation and functioning of the floor
- Analysing sales, upcoming trends, customers shopping patterns and giving feedback to a buyers team
- Partnering with senior sales and senior management to develop VIP client services department, introducing new roles and procedures within a company
- Analysing sales figures and implement a clear strategy for merchandising sales



● Acting 3rd Floor Manager

Dover Street Market | Jan 2012 - Jan 2012

- In a sudden absence of a manager has shown leadership skills and took a charge of daily floor operations



● Retail Sales Associate

Dover Street Market | Jan 2011 - Jan 2012

- Exceeding monthly sales targets to become a recurring top sales associate
- Providing superior customer service through determining client needs, creative layout, wardrobe and styling as well as diligent follow-ups

Education & Training

2009 - 2012

● Middlesex University

Bachelor of Arts,

2006 - 2008

● Lithuanian Academy of Music and Theatre

Bachelor of Arts,