



# Ali Hemmati

Senior sales manager

📍 London, UK

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## Languages

English (Fluent)

## About

Experienced senior sales Client manager with over 12 years of exceptional selling, service and value. I possess strong relationship building qualities accompanied with delivering client satisfaction. A current resume detailing my previous work experience and educational background is enclosed for your review. I look forward to discussing this further with you and reviewing the needs of your company in greater detail. Specialities Sales Service Excellence Customer Relations

### BRANDS WORKED WITH

Cartier Jewellery

Faberge Jewellery

Harrods Fine Watches

Louis Vuitton

## Experience

### ● Senior Sales/ client manager

Faberge Jewellery | Sep 2018 - Dec 2022

- Reaching monthly targets of £35,000 to 45,000.
- Hit personal target of £500,000 a year.
- Attract and retained local and international clients from UK, USA, Middle East and Russia.
- Deliver high standard customer service to VIC's.
- Build and maintain a strong client book. Responsible for ensuring a high standard of presentation and service, Focus on maximizing the clients experience. Leading by example and boosting team morale and continually building a strong healthy environment in order to archive targets and business goals.

### ● Senior Sales

Cartier Jewellery | Jun 2016 - Jul 2017

- Pushing sales and providing excellent customer service to achieve monthly boutique target of £3.1 million.
- Ensure business efficiency.
- In charge of repairs and all aftersales enquiries.
- Maintaining accurate records of client database and activity reports.
- Communicate frequently with clients in greater detail for future product sales Persona annual target: Target: £1.62 Million Actual: £3.2 Million (+97%)

### ● Senior sales/Boutique Manager

Harrods Fine Watches | Oct 2011 - Jun 2016

- Hit years personal target of: £2 Million (2015) Achieved £1.6 Million (2014) Achieved £1.3 Million (2013) Achieved £1.1 Million (2012) Achieved
- Communicate frequently with clients in greater detail for future product sales.
- Increase sales and ensure business efficiency.
- Pushing sales to reach monthly boutique targets of £400,000 (Years Target £4.8 Million)
- Maintaining accurate records of all pricing, sales and stock.
- Ensuring all Harrods regulations and procedures are met and complied with.



### ● Senior Sales

Louis Vuitton | Sep 2009 - Oct 2011

- Reaching monthly targets of £45,000 to 80,000.
- Hit personal target of £900,000.
- Communicated frequently with clients in greater detail for future product sales and company events.
- Attract and retained local and international clients from UK, Middle East and Russia.
- Deliver high standard customer service to VIC's.
- Build and maintain a strong client book.