



Ali Hemmati

Senior sales manager

📍 London, UK

✓ Ali is **Available to work**

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Work Preference

Location: Not looking to relocate

Pattern: Open to Full-time work

Employment: Hourly Consulting, Permanent Positions, Freelance Assignments

Skills

Sales (Advanced)

Luxury Brand Marketing (Advanced)

Store Opening (Advanced)

Jewelry (Advanced)

Watches (Advanced)

Luxury Lifestyle (Advanced)

Diamonds (Advanced)

Gems (Intermediate)

Store Management (Advanced)

Retail (Advanced)

Luxury Goods (Advanced)

Consultancy Services (Advanced)

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.

