



Nikhil Khemchandani

A fashion enthusiast and a luxury professional with an eye for detail.

📍 Milan, Metropolitan City of Milan, Italy

✅ Nikhil is **Available to work**

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Links

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Work Preference

Location: Open to relocate

Pattern: Open to Full time or Part time work

Employment: Permanent Positions, Freelance Assignments, Hourly Consulting

Skills

Communication (Intermediate)

Management (Advanced)

Merchandising (Advanced)

Retail (Advanced)

Brand Development Strategy (Intermedi...

Brand Management (Advanced)

Languages

English (Native)

Hindi (Native)

About

A positive thinker and a hardworking individual, always striving hard for achieving all the highest standards possible, at any given task. I possess excellent communication skills and have the ability and experience to relate to a wide range of people. I also enjoy learning and exploring new things.

BRANDS WORKED WITH

Brunello Cucinelli

Christian Dior Couture

Emporio Armani

Salvatore Ferragamo

Woodie Milano

Experience

● Brand Strategist Intern

Woodie Milano | Jun 2022 - Now

E-commerce Strategies (Social Media and E-Mail marketing)

- Content Creation

- Research & Analysis of New Potential Clients (Hotels/Resorts, Interior Designers, Architects, etc.,)

● Sales Executive-Visual Merchandiser (In-Store)

Brunello Cucinelli | Feb 2019 - Aug 2021

-Achievement of individual and store targets with the help of 40+ walk-ins in a day and a minimum of 8-10 home shopping appointments in a month

-Responsible for contributing 75% to the total revenue generated

- Provided excellent service through brand and style knowledge to existing and prospective clients to develop and foster relationships

-Helped the store create 15 loyal clients who would contribute regularly to the sales

-Compilation and documentation of in-store sales (weekly, monthly, quarterly, yearly) along with ATV, UPT, and category performance

-Implemented and executed visual merchandising directives in collaboration with the team at the brand headquarters

-Ensured a compelling merchandised retail environment inclusive of all product categories

-Trained new employees using brand and company knowledge

-Conducted daily and weekly briefings to understand the progress of business and the plan of action

-Analysed the competitors on the basis of product offerings and the revenue generated to understand the scope of improvement if any

-Helped the store manager during the buying session, on the basis of the past performance of a product and category, fashion trend forecast, and economic conditions

● Sales Associate

Christian Dior Couture | Jun 2018 - Nov 2018

-Achievement of Individual and Store targets

- Engaging with existing and 30+ prospective clients to develop relationships to foster brand loyalty

- Category Manager for Fashion Jewellery

-Periodical stock counts

- Client Development

- Customer Returns

● Sales Associate Intern

Salvatore Ferragamo | Apr 2017 - Jul 2017

-Achieved sales by attending more than 100 walk-ins each day

- Contributed to sales of INR 25000.,000+ on a monthly basis as a part of 8 members team

-Help the team keep-up the in-store visual merchandising

- Client Development



- Helped the team with various report generation and periodical inventory management

● **Fashion Consultant Intern**

Emporio Armani | Jun 2016 - Jul 2016

-Interacted with 50+ clients to understand their buying patterns and consumer behaviour

-Helped the team to keep up with the store's visual merchandising

-Created inventory reports

Education & Training

2021 - 2022

● **Domus Academy**

Masters, Fashion Management

2015 - 2018

● **Nuova Accademia Di Bella Arti**

Undergraduation, Global Luxury Brand Management

2015 - 2018

● **Pearl Academy of Fashion, Design, Business**

Undergraduation, Global Luxury Brand Management

2013 - 2015

● **Sumermal Jain Public School**

Senior School, Financial Market Management (F.M.M)

2002 - 2013

● **Air Force Golden Jubilee Institute**

Junior & Senior School ,