



Thanos Christopoulos

Passionate & experienced leader with focus on results and linked behaviors to over-achieve.

📍 Stockholm, Sweden

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Languages

- Greek
- Swedish
- English

About

Aesop

BRANDS WORKED WITH

- Michael Kors
- mocca
- NA-KD
- Nikolis SA
- Oriflame Cosmetics
- Pandora
- Victoria's Secret

Experience



● Store Manager

Pandora | Nov 2022 - Now

Gain business insight, link behaviors to results, and leverage talent metrics to create SMART action plans that improve culture, connectivity, and results.

- Develop efficient and effective workforce schedules, utilizing business insight and company, brand, and labour requirements for optimal workforce planning and productivity. Storytelling – Building Brand Awareness – Coaching.
- Manage associate requests and queries, to ensure fairness, recognition, and team bonding. Ensure financial performance, in relation to payroll budgets and store productivities
- Ensure seamless execution of onboarding, development, and succession planning practices throughout the talent lifecycle. Influence peers in leveraging recognition tools and programs across the total store. Accountable for TPHL, Productivity, Payroll, Scheduling, Talent development and Retention.



● Clienteling Manager & Sales Supervisor

Michael Kors | Oct 2020 - Nov 2022

Super Seller Highlight with over 5.3M sales in a year with over 2M coming from clienteling B2B & B2C.

- Experience Expert in Scandi Market.
- Driving the stores sales and KPI's by focusing on clienteling and developing the team with constant coaching and facilitating trainings.
- Managed to comp vs LY despite the local restrictions and finish with a 10% CVR YTD.
- Visual Merchandising & Floorset delivery including money mapping and competition. Window rewarded store 2021.
- Clienteling B2B & B2C, building long lasting relationships with companies and clients to enhance brand image and loyalty, resulting to double digit of clienteling sales weekly & YTD.
- Gain business insight, link behaviors to results, and leverage talent metrics to create SMART action plans to improve culture, connectivity, performance and results.



● Senior Sales Specialist

Victoria's Secret | Oct 2019 - Jan 2020

Opening of the 1st flagship store in Scandinavia (Galerian 2019 & Mall of Scandinavia 2020)

- Strategic Message Positioning (Brand Ambassador)
- Visual Merchandising & Floorset delivery. Partnered with VM & LB in the creation and execution of Visual Strategies for windows and stores in Sweden.
- B2C Sales Coaching.
- Managed Product Knowledge and Effective Storytelling throughout the team.

● Wholesale After Sales Administrator

NA-KD | Jul 2019 - Oct 2019

Wholesale after care administration.

- Created & developed the return policies for B2B Wholesale depart-

ment.

- Handled returns, credits, unpaid invoices and maintained long-term relationships with key accounts for the company.
- International collaboration with agents (B2B & B2C)

● Assistant Store Manager & Visual Merchandising

Nikolis SA | Jan 2015 - Jan 2016

- Developed my team leading skills and interaction with clients and I became more efficient in the customer service field.
- Visual Merchandising & Collaborating with experts from fashion week.
 - Responsible for the social image (Social Media Presence, PR & Ads).



● Public Relations & Event Manager

mocca | Jan 2013 - Jan 2014

- Developed my communication skills and use effectively press releases, brochures, websites and social media to develop strategic plans achieving a better performance when it comes to public exposure and generate public interest and attention.



● Sales Manager & HR

Oriflame Cosmetics | Jan 2010 - Jan 2020

- Managed to drive my team to a better sales performance, supporting them on a daily basis and providing them ideas to achieve their sales objectives.
- Coordinated my team adapt their sale strategy according to the needs of each customer, focusing on effective communication, innovative ways of promoting the products and understanding what the consumers want to keep them satisfied in the long run, contributing to 95% customer retention.