



Thibault R.

UK, Eastern Europe & Africa
Area Manager at ST Dupont

Paris, France

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Languages

Chinese (Basic)

English (Fluent)

French (Native)

German (Basic)

About

From Retail to Sales & Marketing positions in & .
Passionate about products, retail experiences and sales development.

BRANDS WORKED WITH

DFS Group Limited

Meltwater

Richemont

ST Dupont

Experience

● Area Manager

ST Dupont | Jan 2021 -

UK, Scandinavia, Eastern Europe & Africa

● Assistant Merchandising Manager

DFS Group Limited | Apr 2019 - Jan 2021

- Develops budgets and/or sales targets, promotions and assortment plans for one segment of a category.
- Format, analyze and review data for budget and vendor meetings, and recommend actions steps to the Merchandise Manager and Planner.
- Review exception reports and recommend action, including IMU management and best seller/fast seller management; reports weekly for Merchandise Manager review.
- Build and maintain strong relationships with vendors from Luxury Jewelry and Watches Industry.
- Communicate effectively with Planning Manager, Communication Coordinator and Product Sales Manager to ensure buy-in and consensus from all team members on decisions affecting the team.



● Account Manager

Meltwater | Apr 2018 - Feb 2019

- Develop strategic plans for different accounts within assigned portfolios, including growth opportunities identification, action plans, and growth forecasts
- Build and grow relationships within the client's organization at all levels: senior executives, users of the product, and decision makers
- Implement client specific promotion plans and recommend adequate budgets to support growth objectives
- Identify potential existing and new client opportunities, structure proposals, work with internal support functions, negotiate and manage agreements
- Monitor clients' usage of our products, ensuring activity and engagement levels are consistently high



● Sales and Marketing Coordinator at Manufacture Roger Dubuis

Richemont | Oct 2016 - Apr 2018

- Report directly to the Area Manager and Sales Director the weekly and monthly sales & stock analyses
- Build the business plan to ensure the Sales growth & Marketing plan of the French network
- Manage business relationship with key accounts to ensure the BP and sales objectives: daily, weekly basis as well as during major events as SIHH
- Handle the global stock management to increase the sales of the POS by creating open to buy and implement rotation stock policy
- Ensure the training of all POS sales advisors and developed training & sales workshops
- Allocate the A&P budget according to the marketing & sales targets: incentives, exceptional showcases, events
- Deploy the partnership with Pirelli & Lamborghini by implementing a global calendar of events to promote our new range of sportive watches

- Closely work with HQ Trade Marketing team to set the new Roger Dubuis identity and develop tailored solution for our POS
- Follow up the CAPEX & OPEX with the Richemont financial controller
- Develop French network with opening new POS: Colette Concept Store, Nous Paris, Hôtel de Crillon boutique
- Project manager on our first Boutique opening at the Galeries Lafayette: define a product assortment according to the typology of prospects, managed the Visual merchandising adaptation of the boutique, follow up of all the IT & security implementations to meet the Galeries Lafayette policy, coordinate with HQ & Richemont the setup of retail & operations policies.



● Merchandising Coordinator at Piaget

Richemont | Apr 2016 - Sep 2016

- In charge of the stock analysis and supply of the 15 point of sales
- Review the stock assortment per PoS according to the sales seasonality
- Project manager of the Galeries Lafayette Pop-Up store opening
- Logistic manager of the international High Jewelry event in Paris
- Key contact of the boutiques and French retailers
- In charge of the tailored orders



● Stock & Sales Administrator at Piaget

Richemont | Jan 2014 - Jul 2014

- In charge of the boutique management after B. Manager left
- Ensure the communication and link between HQ and the boutique team
- Stock and inventory manager
- Manage the logistic dispatch of the High Jewelry pieces across Europe
- Follow up of the customer service cases of the boutique
- in charge of the quality control of the daily 20 pieces received
- Manage all the boutique transaction and tax refund operations

Success: confirmed ability to work in a fast paced and under pressure environment; enhance boutique operations; confirm ability to assume responsibilities



● Sales Assistant at Cartier

Richemont | Oct 2011 - Jul 2012

For 8 months I have been in charge of:

- upholding Cartier image by maintaining professional demeanor at all times
- assisting sales associates, management and administrators with prepping and wrapping Cartier product
- replenishing materials from stock room consistently
- managed quick repairs with local workshop support

Education & Training

2012 - 2016

● SKEMA Business School

Master's degree,