



Mauro Corselli

Key Account & Project Manager Marketplace | Yoox Net-a-Porter Group

Milan, Metropolitan City of Milan, Italy

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Languages

English (Fluent)

Italian (Native)

About

My career path is oriented towards making a positive impact and creating change according to the current and future market trends. Fast learner, well-mannered and curious. Strong people skills. Life shaped me into the ambitious person that I am today. Motivated and enthusiastic in everything I do.

BRANDS WORKED WITH

YOOX Net-A-Porter

YOOX NET-A-PORTER GROUP

Intercos

Experience



● Key Account Manager

YOOX NET-A-PORTER GROUP | Jan 2022 - Now

Main tasks:

- Measure, monitor, and analyze key account metrics, preparing periodic financial reports on progress.
- Provide Sellers with data-driven information and advice to optimize their success in the market: improve their assortment, product content, pricing, and inventory strength and establish a calendar for campaigns and promotions.
- Design and sell value-added services (e.g., marketing visibility, data, logistics, and support) to Sellers and ensure execution with the respective teams.
- Monitor Seller operational excellence (e.g. SLAs) and implement action plans for continuous improvement.
- Conduct business opportunity analysis to achieve and surpass revenue, profitability, and operational performance objectives.
- Work in collaboration with the Business Development Marketplace team to identify gaps and opportunities in Seller offerings and support the identification of Seller recruitment priorities.



● Account and Business Development

Intercos | Jun 2021 - Dec 2021

Support to senior manager in daily activities on Southern Europe and Middle East accounts while managing small projects and commercial relations and taking charge of customer briefs, presenting proposals and defining strategic goals.

Education & Training

2021

● Università di Trento

Laurea Magistrale a ciclo unico in Giurisprudenza,

2020 - 2021

● 24ORE Business School

Master,