



# Stefano Piovesan

Sales Associate

London, UK

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## Links

[LinkedIn](#)

## Languages

English (Fluent)

Italian (Native)

## About

Enthusiastic and creative person always looking to improve and learn more, happy to work in a team and with own initiative.

5 years of sales customer-focused with successful sales experience in busy boutiques, and a positive, confident approach.

Well developed-skills in the customer journey, forming strong relationships with clients and offering expert advice according to their needs and personal KPIs. Confident and fast learner of new programs/procedures and ability to transfer to others.

Studied at the Footwear design school close to Venice with a previous Bachelor's degree in Industrial Design resulted in working for 3 years as a designer and developer for different shoe factories.

Harrods induction approval for working as Sales advisor.

Sincere interest in art, fashion, design, new technologies, illustration, and contemporary exhibitions.

### BRANDS WORKED WITH

Antonio Barbato - Maestri Veneziani

Benugo

BZ MODA Shoe factory

Church's

Coal Grill & Bar

Favaretto/Partners

Gianfranco Meggiato

Longchamp

Moda Heels factory

OLG (ex IRIS)

## Experience



### Luxury Sales Associate

Longchamp | Jun 2019 -

- Provide luxurious experiences to the Clients
- Engaging with clients and creating strong relations, supporting the CRM campaigns
- Strong understanding of the company values and ability to product storytelling
- Independent to operate the POS and Sales Management System
- Exceed the weekly and monthly KPIs and sales goals
- Supporting Store tasks and the Stock when needed
- Supporting the web store in preparation for orders and deliveries
- Expert in the personalization service and embossing of leather
- Supporting the after sale-service
- Flexible in helping other departments
- Worked in different Longchamp Boutiques within the London area: New Bond Street, Harrods, John Lewis Oxford Street, Peter Jones, Westfield White City, Kingston Bentalls, Fenwick Brent Cross
- Harrods induction approval

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### Luxury Footwear Sales Assistant

Church's | Dec 2017 - May 2019

- Exceed weekly and monthly KPIs and sale goals
- Exceptional luxury customer service and ability to build professional relations with clients
- Strong understanding of the company values and the process of shoes
- Arranging deliveries and stockroom responsibilities
- Responsibility for the shoe care products' weekly order
- Responsibility for the after-sale service
- Supporting the Assistant Manager in the markdown process, process consolidation, stock check



- **Cashier/Barista**

Benugo | Oct 2017 - Nov 2017

- **Waiter/Food runner**

Coal Grill & Bar | Aug 2017 - Sep 2017

- Serve food and maintaining customer relationships and addressing customers needs
- Provided and maintained a clean and tidy restaurant for staff and guests

- **Heel technician designer**

Moda Heels factory | Nov 2015 - May 2017

- Strong understanding of the 3D modelling and CAM
  - Ability to traduce the initial idea of the luxury brand to the final prototype
  - Designing heels and bottoms of the shoe
  - Developing custom products for a fashion show with the 3D prototyping machine
  - Ensure multiple deadlines met with the clients' request
- Software: Delcam Powershape, Delcam Powermill, Haas milling machine

- **Footwear developer Intern**

BZ MODA Shoe factory | Jun 2015 - Sep 2015

Supporting the office team in many duties:

- trend research, drawings, CAD, creating bills of materials, detailing the prices and product classification
- development of a wide variety of women shoes for the different markets
- reviewing patterns, fit and style amendments

Software: Rhinoceros, Photoshop, Bills and costing program



- **Product Designer Intern**

Favaretto/Partners | Sep 2012 - Dec 2012

- Working on a range of domestic and commercial projects utilizing customer requirements and industry standards ensuring multiple deadlines
- Designing and developing the idea from the sketch to the 3d including real prototypes

Software: Rhinoceros, 3ds Max, Keyshot, Photoshop

- **Sculpture assistant Intern**

Gianfranco Meggiato | Jul 2011 - Aug 2011

- Assisting the artist in stage 1 of the lost-wax casting
- Preparation of the wax and moulding the product by hand following the guidelines
- Ensure to finish each sculpture in a timely manner and to respect deadlines

- **Footwear designer Intern**

Antonio Barbato - Maestri Veneziani | Jun 2009 - Jul 2009

- Assisting the office team in different duties: trend research, drawings, CAD, creating bills of materials
- Collaboration with some skill workers in different departments

- **Footwear developer Intern**

OLG (ex IRIS) | Jun 2008 - Jul 2008

- Assisting and supporting the Product developer of Marc Jacobs and catwalk
- research of new materials, trends and techniques for the new ideas
- Involved in the meetings to understand the design and specifications
- Inputting information into the computer system for the creation of technical sheets

## Education & Training

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- 2014 - 2015 ● **Politecnico Calzaturiero (Footwear Design School), Venice**  
Associate's degree,
- 2010 - 2014 ● **IUAV University, Venice**  
Bachelor's degree,
- 2005 - 2010 ● **Artistic High School P. Selvatico**  
High School Diploma,