



# Ana Stanciu

Sales Assistant Manager

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## Languages

Turkish

English

Spanish

Romanian

German

## About

With a strong foundation in fashion retail, I thrive in delivering personalised customer service and sales excellence. Experienced across various retail environments, I'm adept at stock management and passionate about enhancing the shopping experience for a diverse clientele. Multilingual with a focus on luxury and premium sectors.

### BRANDS WORKED WITH

Arlechino Fashion Shop Corabia

Best western Hotel Mannheim

Imprint Leoworx Ortungssysteme GmbH

Peek and Cloppenburg fashion Clothing

Zoë Fashion Saarbrücken

## Experience

### ● Sales Manager

Zoë Fashion Saarbrücken | Jul 2018 - Nov 2019

Nurtured long-lasting relationships with dedicated accounts, developing solutions to drive opportunities. Set up sales automation processes enabling multitasking. Conducted sales forecasts based on account trends and market developments. Executed contracts with keen eye for detail, finalising pricing and rights clearances with legal team. Built network across UK and EMEA markets to create healthy sales pipeline.

### ● Consultant

Imprint Leoworx Ortungssysteme GmbH | Jun 2017 - Aug 2018

Reached out to potential customers through cold calling and email strategies to inform about products and services. Attended industry networking events and trade shows to gain leads and connect with prospective clients. Delivered personalised sales experience to maintain long-standing client relationships. Modified and customised selling methods based on customer profile and needs. Researched new products, market trends and innovations to stay abreast of industry updates.

### ● Sales Supervisor

Peek and Cloppenburg fashion Clothing | Jul 2016 - Jul 2017

Delivered group training to improve individuals' skills and career development, improving employee satisfaction and retention rates. Set clear, achievable targets for direct reports, increasing individual productivity through coaching and mentoring. Drove increased individual sales of personnel through daily feedback, 1:1 meetings, and performance monitoring using leadership and coaching skills. Met sales targets consistently and delivered on bottom-line budgeted profit for the sector.

LANGUAGE

### ● Manager's Assistant

Best western Hotel Mannheim | Mar 2014 - Jun 2016

Implemented staff appraisal processes and devised customised development plans. Led regular team leader staff meetings, setting agendas, chairing and following up on immediate actions. Maintained company standards and adhered to county health and safety guidelines. Collaborated with security to manage loss prevention and security incidents. Managed inventory by approving purchases, negotiating pricing contracts and verifying costs and receipts.

### ● Sales Assistant

Arlechino Fashion Shop Corabia | Mar 2013 - Mar 2014

Assisted in stock management, keeping stockroom tidy and organised at all times. Replenished and arranged out-of-stock products on shelves to increase visibility. Identified client needs and fulfilled orders through personalised, bespoke luxury service. Tallied transactions after business

closure to identify and correct incorrect records. Demonstrated new and complex products to clients to stimulate interest and make sales.