



# Luca Brozzi

Assistant Store manager

Paris, France

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## Languages

French

Italian

English

## About

An enthusiastic and dedicated professional with extensive experience in retail management. A customer-focused individual with a proven track record of increasing store sales through effective merchandising, product knowledge and comprehensive staff training. Very good communication skills to easily interact with all levels of management, peers, staff, vendors and customers. Objective Focus on executive coaching for different level of first line employees based on flexible strategy and suitable method.

### BRANDS WORKED WITH

Bulgari Italia S.p.A.

Bvlgari Italia s.p.a

Damiani Paris SAS

Pomellato S.p.A.

## Experience

### Assistant Store Manager

Damiani Paris SAS | Jul 2018 - Jul 2018

Boutique Damiani – 19, Place Vendome From July 2018

- Responsible for overall boutique operation: sales, stock control, inventory and administration.
- Rebuilding up a customer base
- Motivating the staff
- Comply with Company policies and procedures Work Experience - past

### City Manager

Pomellato S.p.A. | Apr 2008 - Jun 2018

Dodo Florence April 2008 – June 2018

- Participating to all the process of the start up of the Boutique in Tornabuoni + Corner c/o Shopping Center "I Gigli" ( from may 2015)
- Recruiting and coaching sales staff
- Responsible for overall boutique operation: sales, stock control, inventory and administration.
- Building up a customer base.
- Comply with Company policies and procedures

### Store Manager

Bulgari Italia S.p.A. | Dec 2006 - Mar 2008

Accessories Store Florence December 2006 – March 2008

- Opened Florence Bulgari Accessories boutique
- Recruiting and coaching sales staff
- Responsible for achieving sales targets
- Responsible for stock control and inventory
- Building up a customer base
- Coordination and execution of events

### Store Manager

Bulgari Italia S.p.A. | Sep 2006 - Dec 2006

Accessories & Rinascente Corner Milano September 2006 – December 2006

- Opening first flagship Bulgari Accessory boutique
- Inspire and develop individuals to deliver outstanding team performance
- Motivating and training staff to achieve monthly sales targets
- Delivering a high standard customer service

### Store Manager

Bvlgari Italia s.p.a | Apr 2004 - Aug 2006

Company Store – Serravalle Scrivia ( AL ) April 2004 - August 2006

- Responsible for overall boutique operation with respect to sales, stock control and inventory.
- Improve store organizational skills
- Identify training and coaching needs for development
- Coordination and execution of promotions

- **Sales & Administration + Assistant Store Manager**

Bulgari Italia s.p.a | Apr 1996 - Mar 2004

- Sales, promotion and relationship with clients
- Commercial with merchandise
- Store Administration

## **Education & Training**

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1991 - 1995 ● **University of Florence**

( Psychology,

1990 ● **Tecnico Commerciale Ippolito Salviani" Città di Castello ( PG)**

Diploma from "Istituto,