



Fabrizia Sacchetti Tinarelli

Wholesale Specialist/Head of Wholesale/ Wholesale Sales Manager / Wholesale Manager/Wholesale Account Manager

London, UK

[View profile on Dweet](#)

Links

[LinkedIn](#)

Languages

Italian (Native)

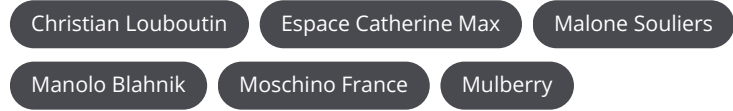
French (Fluent)

English (Fluent)

About

Highly motivated, multilingual international Wholesale Specialist with over 15 years' experience in the Luxury fashion industry. Worked across Footwear, Accessories and Ready-To-Wear with proven track record in meeting sales targets. Excels in establishing privileged and enduring relationships with customers and maximising brand value, forecasting, price negotiations, new business development and managing accounts.

BRANDS WORKED WITH



Experience

Wholesale Manager

Espace Catherine Max | Sep 2005 - Dec 2006

Wholesale Account Executive

Moschino France | Mar 2004 - Jun 2005



Senior Wholesale Account Executive

Christian Louboutin | May 2008 - Dec 2013

RESPONSIBILITIES

- Managed wholesale client accounts for the UK, Ireland and Scandinavian region
 - Expanded highly selective distribution accounts for the label
 - Prepared seasonal sales forecasts
 - Presented seasonal reports to Managing Director and CEO
 - Managed feedback for my regions with trend analysis during each collection edit
 - Managed visual merchandising, presentation and sale of collections during each market
 - Visited points of sale across region to ensure fair representation of the brand
 - Organised and led shop floor staff training and trunk shows
 - Line managed two colleagues: Wholesale Admin and Assistant
- #### ACHIEVEMENTS
- Opened market for handbags line worth 1 million pounds and developed the footwear line for both UK and Scandinavian worth £5 million
 - Successfully met all predefined forecasts for all markets



Head of Wholesale EMEA

Malone Souliers | Apr 2022 - Mar 2023

RESPONSIBILITIES ACHIEVEMENTS



Wholesale Account Manager

Manolo Blahnik | Apr 2018 - Jan 2020

RESPONSIBILITIES

- Managed distributor and wholesale relationships for Asian and French markets
- Weekly/monthly analysis of sales performance
- Managed a Seasonal Budget of £6 million
- Organised buying appointments for wholesale clients and distributors
- Presented and sold collections during each market
- Managed assortments and processing orders on JOOR system
- Liaised with the production department for market requests, special orders and exclusivities
- Created and presented Power Point performance reports for my regions
- Collaborated on exclusive client projects such as pop-up shops and



special events

- Supported PR and marketing departments to determine trends and build brand and product development strategies

● Wholesale Account Manager

Mulberry | Jun 2014 - May 2017

RESPONSIBILITIES

- Managed wholesale client accounts and distribution for the UK and Ireland region
- Prepared seasonal sales forecasts in line with the company's 5-year plan
- Organised buying appointments with both wholesale clients and franchises
- Created seasonal reports and trend analysis for the Managing Director and CEO
- Presented and sold collections during each market
- Delivered Power Point performance reports for my regions
- Liaised with the customer service team and clients to resolve delivery windows and production issues
- Regularly visited points of sale across the UK and Ireland to ensure fair representation of the brand
- Managed a Seasonal Budget of £5 million
- Line managed one direct report: Wholesale Assistant
- Organised and led shop floor staff training sessions every season
- Oversaw merchandising of the collection on shop floors and made recommendations to better promote label ACHIEVEMENTS
- Achieved seamless transition for 1 sabbatical and 2 maternity covers
- Successfully negotiated new store opening with desired brand adjacency
- Met team sales forecasts for all markets

Education & Training

2021 - 2022 ● London College of Fashion and Kering

Certificate in Fashion and,

1994 - 1997 ● University of Fine Arts

Bachelor of Fine Arts,

1988 - 1993 ● Istituto Professionale Rubbiani Fashion School

A levels (Equivalent),