



Paolo Romio

Buongiorno. Nice Meeting You!

📍 London, UK

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Languages

- English (Fluent)
- French (Fluent)
- Italian (Native)
- Spanish (Fluent)

About

Hello,

I am an Italian caffeine-dependent, fluent in 4 languages (English, French, Spanish, Italian) a curious traveller (studies in the USA, currently based in London), and with an optimistic vision of the future. I worked both with independent companies and corporations throughout my career, so to expose myself to different experiences and approaches to work. With over 15 years of experience in sales (business development, account management, wholesale accounts) I am confident to say I can be an asset to your business and collaborate with you and your team to reach new targets/goals.

For more pieces of information and to do business together, let's connect:

- Email: misterpromio@gmail.com
- DM here on LinkedIn

In the meanwhile, have a great day!
Paolo Romio

Wishing you a great day,
Paolo Romio

BRANDS WORKED WITH

- Bulgari
- FABIO SALINI LTD
- Inarco Ltd
- ROBAM UK LTD
- VENYX WORLD LTD

Experience

● General Manager

VENYX WORLD LTD | Mar 2023 - Now

Partner with Founder, design team on the planning and launching new collections.
 Assist with the production out of Italy i.e. timings, managing client expectations on lead times and keeping an eye on spend.
 Work with the sales associate on ad hoc events.
 Review all company systems and if required implement new processes including:
 CRM, sales reporting and inventory management.
 Support the internal and external sales team with line sheets and other collateral as required.
 Budgeting/forecasting, P&L management, and sales analysis.
 Liaise with bookkeeper and accountant to ensure timely and accurate reporting.
 Oversee the day-to-day operations of the office, including managing suppliers and facilities.

● Business Developer Manager

FABIO SALINI LTD | Jun 2018 - Mar 2022

Generated leads and capitalised on valuable business opportunities to bring in new company revenue and improve bottom line profit.
 Collaborated with other corporate departments to develop effective business strategies (the headquarter is based in Rome, Italy).
 Prepared reports and presentations detailing business development activities (forecasting, planning and market research).
 Set up and negotiated contracts with customers and closed 300k within the first 3 months, over a 1 million pounds in 2019.
 Worked with company departments to develop new strategies to capitalize on emerging customer and market trends.
 Observed all company guidelines in terms of confidentiality by maintain-

ing data integrity for both clients and the organization.
Developed and managed business proposal and contact information in a company database using the internal ERP and CRM.
Actively engaged in and was a driving force in strategic planning meetings with shareholders (point of contact for the UK accountant, lawyer, PR company).
Followed up with existing customers to increase purchases of products and services.
Maintained meticulous client notes in the company CRM system.
Handled client inquiries with exceptional professionalism and enthusiasm.
Uncovered issues and developed immediate solutions to address and alleviate concerns.
Attended conferences and trade association meetings to represent company and promote products (International Art Fairs: Nomad in Venice and in St Moritz; GemGeneve in Geneva; Masterpiece and Pad in London).

● Executive Business Assistant

Inarco Ltd | Mar 2016 - Jun 2018

Coordinated with the MD to ensure the effective implementation of different policies and procedures in different sectors of the company.
Overlooked the management of the portfolio of Assets and liaised with external companies (UK and Europe) for interior design orders.
Point of Contact for private clients, external companies and private banks (with transactions of over 10 million).
Office (administrative and business support for all the services the company provides, HR and payroll).
Coordinated weekly meetings with the team of architects, project managers and construction team on site).
Prepared financial reports on expenses to CEO and Accountant.
Oversaw 4 residential projects in Belgravia/Knightsbridge (liaising with surveyors, council, residents, building control, legal team).



● Senior Sales Advisor

Bulgari | Dec 2015 - Mar 2016

Achievements: Highest sale actively participated £1.2 Million
Focus on sales for High End Jewellery Pop Up in Harrods.
Sourcing and Outreaching new customers.
Assisting at every day activities connected to the Pop Up (Opening, Closure, VM, Price check).

● Operations Manager

ROBAM UK LTD | Oct 2012 - Dec 2014

I overlooked the operations of 2 stores (Harrods and the main Boutique) for 2 brands owned by the company (total team of 10 people).
I created a practical manual of policies to welcome the new members of the team (which is now used as an Induction to all the new stores worldwide).
I trained the managers on the CRM system (Jewels) used worldwide by the company (opening Capri 2014).
I established training for the sales team, implemented sales strategies and CRM. I supervised trainings on Product/Client Development/Selling Techniques (which lead to a score of 100% satisfaction for Mystery Shopper at Harrods for the team members and single sales of over 120k with a goal of 80k per month).
I worked closed with the marketing team in house and created events/dinners/book signing, special presentation for VIP clients at the Boutique or in their homes.
I liaised with the director of production in Italy and with the designers in NY for bespoke pieces/repairs.
I established a good relationship with USCIB in USA and the HMRC in UK for import/export goods. UK point of contact for the wholesale distributors (Dover Street Market, Emporium Azerbaijan).
I established health and safety procedures and loss prevention measures for the store.
I introduced monthly reviews with the sale team and I sent daily reports to the directors.
I was the project manager in charge of the opening of the concessions in Porto Cervo (May 2014) and for the Harrods one (Oct 214). I organised, directed and overlooked the construction for both concessions (Italy and UK).

