



Jérémie Garbarz

Retail Manager

Paris, France

[Portfolio link](#)

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Languages

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

About

Passionate about retail for 30 years, my mind setting is to create the positive synergies allowing teams to achieve their objectives. This is reason why I did set up 4 fundamental topics for teams to improve every day and achieve our goals:

CUSTOMER CENTRICITY MIND SET (Nothing but the customer):

- Focus on the floor to understand the customers' expectations (NPS).
- Always moving in order to understand customers' expectations, different markets to find bespoke solutions.
- Selling ceremony to ensure the best customer experience.
- Ready to wear, ready to share, ready to dare perspective.
- CRM segmentation, proficiency about clienteling rules.

CLIENT ADVISOR MIND SET (Retail Excellence):

- Knowing how to drive skills and to knowledge in order to always be able to understand the wishes of the clientele.
- Monitoring all the process of selling ceremony and the ability to give confidence to the teams. In order to know how to create the unexpected with new and loyal customers.
- Strong follow-up about all the performances (KPI/staff ranking/rep retail/....).
- Strong DNA heritage, knowledge of the perfect rituals.

COLLECTION (Offer/ Competitors):

- Monitor all the product training for a perfect mastery of knowledge.
- Understanding about best sellers, slow movers, sell through....to implement the best storytelling, merchandising and best practices.
- Ability to analyse the right competitors to set up the best customer centricity boost plan.
- Retail is detail, concept of interest and benefit for the client. Passionate about alterations, made to order, made to measure and the bespoke world.

CARE (Create the perfect team):

- A leadership that is based on a quality of listening linked to a daily benevolence.
- Leadership by exemplarity. The notion of &: demanding & benevolent.
- Daily and precise monitoring of everyone. In order to increase skills and make people grow.
- Conviction that it is our teams who will enable us to make the difference.
- Passion can do.

BRANDS WORKED WITH

- Armani
- Bally
- Giorgio Armani
- Giorgio Armani & Emporio Armani
- Jil Sander
- Kenzo, Bellini, Pal
- Pal Zileri

Experience

● Retail Manager

Giorgio Armani & Emporio Armani | Jan 2021 - Mar 2022

6 GA stores in France / 1 store in Belgium 4 EA stores in France / 2 stores in Belgium / 1 in Netherland 5 new corners in Galeries Lafayette / 5 corners DMS in De Bijenkorf

● Retail Manager

Giorgio Armani & Emporio Armani | Jul 2018 - Jul 2020

6 GA stores in France / 1 store in Belgium 4 EA stores in France / 2 stores in Belgium / 1 in Netherland Retail Manager France GIORGIO ARMANI & EMPORIO ARMANI 6 GA stores 4 EA stores Retail coordinator GIORGIO ARMANI Giorgio Armani Uomo, avenue Montaigne & Galeries Lafayette



- **Store Manager**

Armani | Feb 2013 - Jul 2016

Sales consultant training with a special floor management In charge of all the reporting KPI In charge of the Su Misura (made to measure) and all the made to order Directly involved in every steps of the buying Increased turnover of more than 30 percent V.S P.Y

- **Retail Manager France Benelux ended March 2022**

Giorgio Armani | Feb 2013 - Mar 2022

Please find all the details on my resume.
At your disposal if you have any queries.
Sincerely yours.
J r mie Garbarz.



- **Store Manager**

Bally | Nov 2010 - Feb 2013

Directly involved in every steps and operational tasks essential in opening the 300Sq meter store. In charge of managing both Women's and Men's RTW and accessories collections (shoes, handbags, etc...). Responsible for all the buying for the store. In charge of a team of six selling associates.



- **Sale Manager**

Jil Sander | May 2005 - Nov 2010



- **Store Manager**

Pal Zileri | May 2002 - May 2005

- **Client advisor**

Giorgio Armani | Aug 1994 - Jan 1997

- **Client advisor for**

Kenzo, Bellini, Pal | Jul 1994 - Jan 1993

- **Freelance**

| Nov 2022 - Jun 2023

ESSEC business school: commercial strategy.
Define and implement a business strategy in the digital age.

- **Owner: J Bespoke about YOU**

| Jun 2023 - Now

Founder of the brand: J. Bespoke about YOU.
Cr ateur de temps et de style.

<https://bespokeaboutyou.fr/>