



Marie-Agnès Paul

Store Manager

Paris, France

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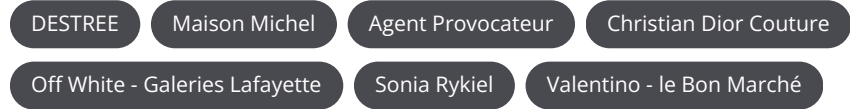
Languages

English (Fluent)

About

- More than 15 years of experience in luxury retail with prestigious companies
- Passion for fashion, its history and trends
- Expertise in commercial strategies and optimization of sales indicators
- Portfolio of VIP clients: international and loyal
- Management and team building
- Fluent English

BRANDS WORKED WITH



Experience

● Store Manager

Off White - Galeries Lafayette | Apr 2018 - Jul 2022

Ready-to-Wear and Leather Goods

- Stimulating sales with the support of a solid data base of exclusive and loyal clients
- Management and team building (8 employees)
- In charge of daily sales report and monthly analysis
- Supervising stock management and managing inventory



● Boutique Manager

Agent Provocateur | Nov 2016 - Apr 2018

Lingerie, corseterie & nightwear

- Defining the boutique strategy to increase turnover
- Management and team building (3 employees)
- Daily and weekly reporting
- In charge of the visual merchandising and the respect of the guidelines

● Store Manager

Valentino - le Bon Marché | Jul 2013 - Nov 2016

Ready-to-Wear

- Defining the corner strategy to increase turnover
- Management (1 employee)
- Selecting the collection at the Milano and Paris, Place de Vendome, showrooms



● Senior Sales Assistant

Christian Dior Couture | Sep 2006 - Jul 2013

Lingerie and later on Leather Goods and several department such as Dior Men, Women shoes and Baby Dior at Galeries Lafayette Haussmann

- Sales, cashing and merchandising
- In charge of coaching interns and junior sales assistants
- Responsible of the special customers' requests



● Sales Assistant

Sonia Rykiel | Jan 2004 - Aug 2006

Pioneer store dedicated to women sensuality

- Sales, cashing, merchandising and design show cases
- Restocking and stock administrator



● Store Director

DESTREE | Jul 2022 - Now

DESTREE is a women's ready-to-wear and accessories brand created in 2016 in Paris by Géraldine Guyot and Laetitia Lumbroso. The brand draws its inspirations from the contemporary art world.

Missions:

- Management of the brand's two points of sale: the flagship located on 3Rue du 29 Juillet and the corner at Le Bon Marché
- Management of a team of 7 employees
- Supporting the brand's commercial expansion: developing and optimizing the customer file, setting up partnerships and events
- Welcoming and advising customers with the objective of building customer loyalty
- Responsible for visual merchandising and the development of window displays
- Management of the stock