



Alessandra Maria Conti

Experienced Sales Associate

 Copenhagen, Denmark

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Languages

Italian (Native)

English (Fluent)

About

BRANDS WORKED WITH

Bang & Olufsen

Calzedonia

Mon Purse

Nespresso Italia S.P.A.

the Swatch Group Italia

Experience



● Sales Associate

Bang & Olufsen | Oct 2021 - Now

Responsibilities:

- Responsible for customer service
- Responsible for day-to-day operations
- Ensuring professional and knowledgeable management of all customer queries
- Constant training on product knowledge and sales techniques
- Achieving sales in line with set KPI's and budgets

● Coffee Specialist

Nespresso Italia S.P.A. | Oct 2020 - Oct 2021

Responsibilities:

- Responsible for customer service
 - Stock Keeper
 - Visual Merchandising (boutique and windows)
 - Constant training on coffee blends and sales techniques
 - Achieving sales in line with set KPI's and budgets
- COSMETICS FRANCE DIRECT (Fragrances, make-up and skincare store) Melbourne, Australia Responsibilities:
- Responsible for customer service
 - Cash handling
 - Visual Merchandising (store and windows)
 - Stock replenishment
 - Managing team members (shifts, training e performance)
 - Achieving sales in line with set KPI's and budgets
 - Constant training on new fragrances and beauty products



● Store Manager

Mon Purse | Apr 2019 - Dec 2019

(Customisable leather bags and accessories company) Adelaide, Australia Responsibilities:

- Responsible for customer service
- Visual Merchandising
- Reaching goals by training, motivating and providing feedback to staff ensuring high levels of customer satisfaction through excellent customer service
- Managing team members (shifts, training e performance)
- Achieving sales in line with set KPI's and budgets



● Sales Assistant

Calzedonia | Feb 2018 - Mar 2019

Assistant Store Manager 10/2013 – 12/2014 Sales Assistant CALZEDONIA (Italian beachwear company) Milan, Italy Responsibilities:

- Responsible for customer service
- Cash handling
- Stock replenishment
- Visual Merchandising (store and windows)
- Attended fashion shows to view new ranges of products

● Sales Assistant

the Swatch Group Italia | Apr 2015 - Mar 2017

Responsibilities:

- Responsible for customer service
- Cash handling
- Stock replenishment
- Training on sales techniques
- Achieving sales in line with set KPI's and budgets