



Giulio Fusco

Store Manager at THOM BROWNE

London, UK

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Languages

English (Native)

Italian (Native)

Spanish (Fluent)

About

Highly motivated, innovative and passionate leader with experience at all levels within Retail Fashion Management. Extended knowledge of store management, customer service, team development and coaching, with a proven track record of successful results in both flagships and department stores. International management experience in the United Kingdom and Spain. Master of Laws (LLM) at Queen Mary University of London.

BRANDS WORKED WITH

Christian Dior Couture Full-Time

DSQUARED2

Thom Browne

Experience

Assistant Manager

Christian Dior Couture Full-Time | Jan 2020 - Aug 2020

Managing a team of 17 sales advisors and 5 senior positions in the London Selfridges department store.

Training the team in selling ceremonies and product knowledge and developing team members with daily briefings and spot coaching. Managing the shop floor and welcoming clients.

Promoting brand image, implementing CRM strategy and managing after sale service.

Monthly turnover of £2.000.000+.



Store Manager

DSQUARED2 | Sep 2018 - Jan 2020

Managing a retail sales team while overseeing daily store operations including sales targets, staff planning, recruitment and training, logistic and stock management, and complaints handling.

Leading and motivating team members to provide highest level of customer service and achieve business goals and strategic objectives.

Ensuring an effective commercial and operational management of the store, in compliance with internal policies and procedures.



Assistant Manager

DSQUARED2 | Jul 2016 - Feb 2018

Implementing company guidelines and policies and ensuring staff members are trained to perform to the required level and deliver excellent service in order to achieve the set monthly targets.

Supporting the Store Director with sales analysis, business planning, administrative processes, recruiting and buying. Monitoring all Store activities: cash management, stock control, store maintenance and visual merchandising. Managing the store in the absence of the Store Director.



Floor Manager

DSQUARED2 | Feb 2015 - Jul 2016

Managing the menswear floor, acting as a role model and mentoring, developing and supporting the growth of each individual team member. Setting performance targets and driving the menswear department productivity and profitability. Promoting brand loyalty to customers and ensuring excellent service standards.

Supporting the Store Director with morning briefings, one to one coaching, product training and hiring. Optimising stockroom management to maximise the sales.

STORE MANAGER

Thom Browne | Mar 2022 - Now

Manager of the Mayfair flagship store

Education & Training

- 2012 - 2013 ● **Queen Mary University of London**
Master of Laws - LLM, Intellectual Property Law
- 2012 - 2013 ● **Istituto Marangoni**
Luxury Management Master, Luxury Management
- 2009 - 2012 ● **University of the West of England**
Bachelor of Laws - LLB, Law