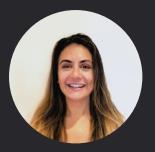
Dweet



Rebecca Iandelli

An experienced Project Manager / Product Manager with a successful track record of delivering growth and exceeding targets within logistics, hospitality sectors and wholesale markets. Expertise in applying analytical thinking and innovation to strategic campaigns and product launches. A quick learner, able to adapt and work in fast-paced start-ups and established businesses, Effective leadership, communication and negotiation skills have helped to build long-term relationships with external and internal stakeholders and deliver significant improvements in team engagement and performance.

London, UKView profile on Dweet

Links



Languages

English (Fluent)

Spanish (Fluent)

Italian (Native)

French (Basic)

About

BRANDS WORKED WITH



Birley Club





Experience



Manager in Operation

Amazon | Jun 2021 - Apr 2022

- Leadership: Led and develop a team of 100+ associates in the largest European FC within a fast-paced and demanding environment. Increased workforce engagement by 20% over 5 months, providing support and improving communication. Exceeded planned productivity by 10% and reduced absence rate by 5%.
- Process Management: Planned ahead to ensure that capacity matched forecast demand. Ensured the workflow, headcount and performance of the area aligned with required KPIs.
- Strategy Development: Supported improvement projects to streamline activities and utilise data-driven decision-making and increase productivity (+7%) and production line performance. Achieved the throughput record in 1 shift of 45.1K units processed. Utilised research, analytical thinking, and problem-solving skills to develop and implement effective strategies.

Administrator Assistant

Birley Club | Oct 2019 - May 2020

- Effective communication: Provided excellent service to high profile guests by learning client list and understand client needs. Proactively solved any queries and complaints. Dealt affectively with 100+ complains a week
- Attention to detail: Supported the Senior Management in the administration of 30 employee shifts and payroll to ensure that efficient cash flow on time
- Quantitative skills: Filed 50+ report per week on client acquisitions, staff bonuses and gratuity



Guest Relations Assistant

Curzon | Sep 2018 - Oct 2019

- Managed the cinema's social media channels, with the implemented a Social Media strategy resulting in a 36% increase in followers over three
- Encouraged and Enrolled new members to the membership scheme, with an acquisition of 10% more
- Requested from a Manager to Carried out training programme's with new employees, such as inductions, health and safety and brand operating guidelines.
- Delivered part of induction training for new employees.
- Exceeded complaint resolution quality goal of 90% archiving (wrong) score of 97%.
- Learned about negotiations with suppliers, the price of raw materials and the impact these have on retail prices.
- Won Employee of the month award for outstanding customer service.



Business Developer

Faire | Apr 2021 - Now

- Project Management / Product Launch: Managed the full end-to-end project cycle and opened the Italian market, driving brands into the marketplace. Gained brands with 1000+ stockists and participated in generating £1.5m of revenue between April and Oct. Average OTE of 110%
- Strategic Planning: Developed and executed A/B testing on messaging and marketing content to drive inbound and outbound sales. Achieved an open rate of 17% and a demo conversion rate of 80%.

- Leadership and Collaboration: Strategized with senior stakeholders to launch a new category of products in Europe, within Faire generating £250,000 in revenue in the first year.
- Innovation: Played a key role in developing trade show strategy, outreach, and onboarding. Created new frameworks to redefine KPIs and enhance workflows, transitioning from monthly to quarterly goals.

Education & Training

2020 - 2021 UCL

Master's degree, Management

2017 - 2020 University of Westminster

Buisiness, Tourism