



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, UK

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Links

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Languages

English (Fluent)

Spanish (Fluent)

Italian (Native)

French (Basic)

About

BRANDS WORKED WITH



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 months.
- 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**
Business, Tourism