



Stefano Pisa

Collection Merchandiser RTW

📍 Milan, Metropolitan City of Milan, Italy

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Languages

English (Fluent)

Italian (Fluent)

About

> | am curious, motivated, with a strong genuine passion for Fashion and specifically for the product itself; my background and experiences helped me to work on my creative thinking as well as on strategic skills. Constantly willing to learn and grow on a professional but also personal side.

BRANDS WORKED WITH

Ermenegildo Zegna Group

Spartoo SAS

Experience

● Jr Collection Coordinator RTW

Ermenegildo Zegna Group | Jan 2021 - Now

- > Coordinating the development of all ZEGNA RTW and special projects alongside the style office, product development and merchandising team
- > Development of collection briefs, competitor benchmarking and trend research reports
- > Daily follow-up on prototypes and samples development in order to meet the Creative direction inputs and the merchandising requests
- > Pricing and margin strategy alongside the Supply chain and Finance teams
- > Showroom set-up ideation, collection presentations to markets, wholesale and special clients walk-throughs during sales campaigns
- > After sales collection analysis with sell-in, sell-out and sell-through reports
- > Supporting the retail merchandising team on regional markets' requests and feedbacks
- > Coordinating with other company functions (e.g. Visual Merchandising, Marketing, Retail Training) on cross-functional activities
- > Season to season benchmark analysis in order to strengthen and optimize the collection structure

● Business Development Marketplace

Spartoo SAS | Dec 2018 - Apr 2019

- > Supporting the marketing manager with the specific focus on development of the Italy market place
- > Conducted on-going brands and product trends analysis in order to identify relevant brand partnerships to be affiliated with the marketplace
- > Responsible for clients out-reach, managing contacts and developing potential business partnerships with brands and retailers

Education & Training

● Politecnico di Milano

First Level Master Course in Fashion Direction,