



Isaure Leclere

Sales & Marketing - Cosmetics

Paris, France

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Languages

Anglais

Espagnol

Français

Mandarin

About

Passionate about the professional and luxury cosmetic industry, I am ready and determined to do my work-study experience in the cosmetic marketing sector from September 2020. At ease with foreign social relations, teamwork and English, and interested in the world of cosmetic marketing, I will therefore fully meet my responsibilities in your business.

BRANDS WORKED WITH

Caudalie

Flaminem

inuwet

KIKO MILANO

The Vineyard Camp & Retreat Center

ZARA SA

Experience



● Assistante chef de projet Marketing & Commercial

inuwet | Sep 2022 -

● Auxiliaire de vente

ZARA SA | Jul 2021 - Aug 2021



● Marketing & Sales Assistant

Flaminem | Jan 2021 - Sep 2022



● Marketing & Sales Assistant

Flaminem | Jan 2021 - Jul 2021

Missions réalisées : Réseaux sociaux, animation du blog AMLfriends et du site web, gestion et création d'assets marketing, enrichissement du fichier contact, campagne emailing et téléphonique, qualification des leads, obtention et organisation de premier RDV client, création / organisation de webinaire et étude de marché.

Compétences acquises : Relationnel B to B – Identification de prospect - Vision 360° de la vente d'un service – Découverte du secteur financier et de ses réglementations – Communication social network – Créativité – Esprit d'analyse – Polyvalence



● Conseillère de vente

Caudalie | Jun 2019 - Aug 2019

Missions carried out: Reception and customer advice - Sales and receipts - Skin scanner - Implementation of product shelves according to the merchandising plan - Stock management (orders and restocking) - Participation in sales objectives - Management of appointments and spa planning

Acquired skills: Customer relationship and optimization of sales techniques - Improvement of knowledge in skin-care (face and body) - Anticipation of customer expectations and needs - Maximization of sales - Retail and merchandising management

Internship in French and in English



● Conseillère de vente

KIKO MILANO | Jul 2018 - Aug 2018

Missions: Reception and customer advice - Sales and collections - Make-up service and demonstration - Identification of best and low-sellers and sales challenges - Participation in sales objectives - Merchandising (sales and new collection) - Stock management (orders and restocking)

Acquired skills: Operation of the retail market - Customer relations and

optimization of sales techniques - Improvement of make-up knowledge
- Visual merchandising management

Internship in French and in English

- **Staff**

The Vineyard Camp & Retreat Center | Jul 2016 - Aug 2016

For 1 month, I was staff in a summer camp in the United States. I had to take care of a group of young people (from 8 to 12 years old) in their life in the camp. I attended a golf teacher in the morning and a basketball teacher in the afternoon.

This work allowed me to acquire linguistic skills (English and Spanish), in management and in team management.

Education & Training

2019 - 2019 ● **ESSCA SHANGHAI**

Semestre à l'étranger,

2017 - 2023 ● **ESSCA**

Master Degree,

2016 - 2017 ● **Lycée Français Irlande**

Baccalauréat Economique et Social spécialisation mathématiques,

2014 - 2016 ● **Pensionnat du Sacré-Coeur Reims**

Baccalauréat Economique et Social,