# Nikhil Khem-chandani

A fashion enthusiast and a luxury professional with an eye for detail.

⊙ Milan, Metropolitan City of Milan, Italy

Portfolio link

Portfolio file

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## Links

in LinkedIn

## Languages

English (Native)

Hindi (Native)

Italian (Work Proficiency)

## About

A positive thinker and a hardworking individual, always striving hard for achieving all the highest standards possible, at any given task. I possess excellent communication skills and have the ability and experience to relate to a wide range of people. I also enjoy learning and exploring new things.

BRANDS WORKED WITH

Brunello Cucinelli   Christian Dior Couture   Emporio Armani

Salvatore Ferragamo   Woodie Milano

## Experience

### Brand Strategist Intern

Woodie Milano | Jun 2022 - Now

E-commerce Strategies (Social Media and E-Mail marketing)
- Content Creation
- Research & Analysis of New Potential Clients (Hotels/Resorts, Interior Designers, Architects, etc.,)

### Sales Executive-Visual Merchandiser (In-Store)

Brunello Cucinelli | Feb 2019 - Aug 2021

-Achievement of individual and store targets with the help of 40+ walk-ins in a day and a minimum of 8-10 home shopping appointments in a month
-Responsible for contributing 75% to the total revenue generated
- Provided excellent service through brand and style knowledge to existing and prospective clients to develop and foster relationships
-Helped the store create 15 loyal clients who would contribute regularly to the sales
-Compilation and documentation of in-store sales (weekly, monthly, quarterly, yearly) along with ATV, UPT, and category performance
-Implemented and executed visual merchandising directives in collaboration with the team at the brand headquarters
-Ensured a compelling merchandised retail environment inclusive of all product categories
-Trained new employees using brand and company knowledge
-Conducted daily and weekly briefings to understand the progress of business and the plan of action
-Analysed the competitors on the basis of product offerings and the revenue generated to understand the scope of improvement if any
-Helped the store manager during the buying session, on the basis of the past performance of a product and category, fashion trend forecast, and economic conditions

### Sales Associate

Christian Dior Couture | Jun 2018 - Nov 2018

-Achievement of Individual and Store targets
- Engaging with existing and 30+ prospective clients to develop relationships to foster brand loyalty
- Category Manager for Fashion Jewellery
-Periodical stock counts
- Client Development
- Customer Returns

### Sales Associate Intern

Salvatore Ferragamo | Apr 2017 - Jul 2017

-Achieved sales by attending more than 100 walk-ins each day
- Contributed to sales of INR 25000.,000+ on a monthly basis as a part of 8 members team
-Help the team keep-up the in-store visual merchandising
- Client Development

- Helped the team with various report generation and periodical inventory management

● **Fashion Consultant Intern**

Emporio Armani | Jun 2016 - Jul 2016

-Interacted with 50+ clients to understand their buying patterns and consumer behaviour
-Helped the team to keep up with the store's visual merchandising
-Created inventory reports

## Education & Training

2021 - 2022 ● **Domus Academy**

Masters, Fashion Management

2015 - 2018 ● **Nuova Accademia Di Bella Arti**

Undergraduation, Global Luxury Brand Management

2015 - 2018 ● **Pearl Academy of Fashion, Design, Business**

Undergraduation, Global Luxury Brand Management

2013 - 2015 ● **Sumermal Jain Public School**

Senior School,  Financial Market Management (F.M.M)

2002 - 2013 ● **Air Force Golden Jubilee Institute**

Junior & Senior School ,