



# Valeriia Povergo

Client Advisor and Personal Shopper

81054 San Prisco CE, Italy

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## Languages

Russian (Native)

English (Fluent)

Italian (Fluent)

## About

I'm a customer-centric, personal shopper with nearly 5 years of experience in the fashion e-commerce industry. Building a private shopping client base and maximizing customer relationships with a focus to progress successful sales are areas I am skilled in and passionate about.

### BRANDS WORKED WITH

Atomproyekt

Dream Dress

Motorboat Federation of Russia

Shoe factory Mario Circondato

## Experience



### ● Client Advisor and The Personal Shopper

Dream Dress | Mar 2018 - Now

- Manage up to 20k client's budget, optimized spend across fashion E-commerce platforms
- Global mindset approach towards client acquisition and development, working to develop a diverse portfolio of domestic and international clients, being respectful of cultural nuances to best service them
- Provide expert advice to assist clients across all product categories and sales channels to ensure a seamless shopping experience
- Maximize customer relationships to maintain and grow luxury clients base with a focus to expand, develop, and progress the successful personalized one-to-one customer service
- Adopt and advocated for Web3 technology to enhance new client journeys whitening fashion e-commerce, providing a service to support and set up for success

### ● Strategic Partnerships

Shoe factory Mario Circondato | Jan 2016 - Mar 2018

- Prospected for strategic partners to scale product distribution
- Drove company profit by 25% through a new partner channel in the Russian market
- Developed new offerings based on market insights and fast-changing client needs and priorities

### ● Project Development and Partnerships

Motorboat Federation of Russia | Jun 2013 - Oct 2015

- Oversaw the 2,5-million-dollar fundraising campaign for the F1H2O World Championship in St. Petersburg, Russia
- Developed relationships that led to strategic partnerships with an international fuel brand G-Drive Gazprom
- Worked with C-level suite to create vision and goals for project, and represented out-of-the-box solutions to ensure quick market adoption

### ● Design Engineer

Atomproyekt | Sep 2012 - Jun 2013

- Performed design of radiation monitoring system for nuclear power plants and design constraints providing documented compliance to performance and quality requirements;
- Generated Design Documentation Reports and participated in Design Reviews
- Assisted product validation and debugging activities working with Product, Quality, and author supervision at all stages of construction

## Education & Training

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2012 - 2013 ● HSE university  
Postgraduate certificate,

2003 - 2009 ● SAINT-PETERSBURG STATE UNIVERSITY OF TECHNOLOGY  
Graduate degree,