

MARIA CELESTE CORSO

◆ MILAN – ITALY

PROFESSIONAL EXPERIENCE

➤ **Brasca Industrial** S.R.L. — Origgio (VA)

Jan 2020 - ongoing

Sales Manager /Key Tasks:

- ◆ Direct management of the portfolio of products and customers
- ◆ Strategic decision on customers and distributors directly referring to the General Manager
- ◆ Manager responsible for the Customer Service department and their operational actions on customers
- ◆ Directly responsible for developing the portfolio of products and customers and managing budgets and forecasts

➤ **Roelmi HPC** — Origgio (VA)

May 2019 – Jan 2020

Executive Assistant commercial management /Key Tasks:

- ◆ Support the head commercial director in managing international projects focus on China and Italy
- ◆ Management of the ongoing projects, following the strategic line decided from the commercial director
- ◆ Conclude country commercial agreements with suppliers focusing on the budget

➤ **PRIMARK ITALY** S.R.L. — Arese (MI)

Jun 2016 – May 2019

Executive Assistant/ Key Tasks:

- ◆ Support Retail Senior Management in: sales reports, presentations.
- ◆ Preparing and checking purchase orders
- ◆ Conclude country commercial agreements with supplier focusing on the budget
- ◆ Contact referent with external suppliers, consultant and partners
- ◆ Organization of travels and trainings abroad for senior management
- ◆ Internal Branding and Welfare initiatives
- ◆ Communication with Global Head Office in Dublin for special retail projects taking place all over the country
- ◆ Special events organization:
 - New store openings: manage organizational issues for Recruiting, Training, Opening, according to different teams' needs ○ Senior Management's transfers on a Country level: relationship management with internal and external travel stakeholders ○ Christmas Company parties and other particular Company celebrations
 - Special commercial events organization ("Store of Excellence", Senior management visits, etc.)

➤ **ADAMIS GROUP** — Milan

Nov 2014 – May 2016

Jr. Project Manager/ Key Tasks:

- ◆ Back Office within Flavors Department: reports, employees contracts, trade marketing events organization
- ◆ Act as a contact point with all stakeholders – internal (Store Managers and Beauty Specialists) and external (public authorities) ◆ Logistic: responsibility for stock, shipments, inventory

➤ **BURBERRY** — Milan

Dec 2013 – Nov 2014

Sales Representative/ Key Tasks:

- ◆ Management of a corner within "La Rinascente": visual merchandising, stock management, direct sales ◆ Customer Service and tills operations
- ◆ KPIs evaluations: average ticket per hour, average ticket per good, sales budget

EDUCATIONAL BACKGROUND

➤ **UNIVERSITÀ DEGLI STUDI DI TORINO** — Turin

B.A.: Foreign Languages and Culture – Asia and Africa (*Lingue e Culture dell'Asia e dell'Africa*)

LANGUAGES | HARD SKILLS | SOFT SKILLS

- ◆ Italian: native ◆ English: fluent ◆ Spanish: proficient ◆ Arabic: beginner
 - ◆ Microsoft Office
 - ◆ Excel
 - ◆ Power point
 - ◆ Problem solving ◆ Team working ◆ Communication ◆ Dynamism ◆ Fast learner
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OTHER EXPERIENCES

- ◆ **Assistant Manager** in **Daily America** (2012/2013): team motivation, management and feedback; staff shifts management; customer service; stock rotation, KPIs analysis
- ◆ Abroad experiences:
 - **London** (2008): waiter in Knightsbridge
 - **Sevilla** (2009/2010): Erasmus Program
 - **Amman** (2011): private classic Arabic and Middle–East dialect lessons

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