



Alberto Martoglio



EXPERIENCE

Wholesale and Franchise Operations Tuttifrutti International Fashion Concept @ Stuart Weitzman - Milan

09/2019 - Today

About 70 multibrand stores, 10 monobrand, Pop-Up and SIS.

- Sales and Order Management during the Selling Campaign.
- Pre and Postsales activities (Collections, Materials, Pricing).
- Customer Service and relationship with clients.
- Management of the main IT systems (SAP, JOOR).
- Inside Sales and Business Development.
- Design of Training materials.
- Business Analysis and Reporting on KPIs and metrics.
- Store and VM Operations for mono and multibrand, Pop-Up and SIS.

Talent Acquisition and HR Business Partner PRADA Spa - Milan

04/2013 - 09/2019

About 200 resources + coordination of the other Countries.

- Talent Acquisition, Recruitment and Employer Branding.
- Hiring and Compensation.
- Daily HR Policy Guidance to Corporate and Retail Departments.
- Forecast and Budget, Labor Cost and Personnel Administration.
- Reports on workforce and succession planning.
- Retail Efficiency initiatives and Training
- Labor Relations and General Service

HR Generalist and Executive Assistant San Raffaele Institute - Milan

06/2008 - 01/2013

Recruiter San Raffaele Scientific Research Institute - Milan

06/2008 - 12/2008

M&A SAM BUS Company and Travel Agency - Giaveno (TO)

07/2007 - 06/2008

Talent Acquisition KPMG Audit Spa - Milan

10/2006 - 06/2007



EDUCATION

Master in Digital Marketing and Big Data:

24 Business School - Milan, 03/2021

Msc in General Management:

Università Commerciale Luigi Bocconi - Milan, 01/2006

Maturità Liceo Scientifico-Europeo

Collegio San Giuseppe - Torino, 07/2001

Licences and Certifications

- **24ORE Business School: Sales Management.**
- **ATS / LinkedIn / Legal HR / Personal Data Protection**
- **SAP / JOOR / SALESFORCE**



A, B, Boat licence.

PROFILE

Many years in HR as a Talent Acquisition, Recruiter and HR Business Partner.

Now in Sales as Wholesale and Franchise Operations, Customer Success Manager and Customer Service.

The ideal mix between soft and hard skills.

I want the others to be satisfied and happy. I believe in a high standard of service and customer experience.

Quality can make the difference!

SKILLS AND COMPETENCIES

Languages:

- ENGLISH (Fluent)
- GERMAN (Good)
- RUSSIAN (Good)

Skills:

- Sales B2B and B2C.
- Business Analysis
- Customer Service
- Order Management
- Talent Acquisition
- People Management
- Negotiation
- High Standing
- Problem solving
- Global vision
- International mindset

Hobbies and Free time:

- Travelling abroad, skiing, horse-riding, swimming, sailing, hiking.