

DANIELE ZAMBONI

ACCOUNT MANAGEMENT

PROFILE

Proven store manager adept at cultivating strong customer relationships and leading teams. Passionate about frontend technologies with a strong attitude for bridging business and technology. Seeking to leverage leadership and technical expertise in an account management capacity to drive growth, optimize solutions, and deliver lasting value.

EXPERIENCES

STORE MANAGER

Gottardo Spa | Jan 2016 - now

In my role at Gottardo SPA, I successfully led teams to deliver several high-impact projects on time and streamlined processes to improve efficiency

This experience has equipped me with several skills, including:

- Team leading, with a focus on training and mentoring high-performing, cohesive and goal-oriented workforces.
- KPI Monitoring and Optimization, aimed at enhancing profitability and operational efficiency.
- Budget management and financial reporting, prioritizing costs reduction and ideal resource allocation strategies.
- Supply Chain Coordination and goods management flow, monitoring stock levels and ensuring optimal availability.

Among my achievements, I want to highlight:

- Successfully led a team of 15 employees, by implementing forward-thinking productivity management, optimizing resources allocation and labor cost reduction. Thanks to all those measures, I consistently managed to achieve 2-5% YoY budget savings.
- Successfully improved the store's turnover classification in 2022 and 2023, by boosting annual sales by 20% through enhanced customer engagement, optimized inventory management, and team performance.

3RD-PARTY COSMETIC PRODUCT MANUFACTURING AND DISTRIBUTION

Dandy Srl | Mar 2008 - Dec 2015

- Tailoring production processes to meet specific client requirements while adhering to the highest quality standards.
- Strategic Account Planning, developing and executing account strategies to drive customer lineup success, aligning with organizational objectives.
- Cross-Functional Collaboration across several internal teams including marketing, operations, and customer support.

CHEMICAL AND BIOLOGICAL LABORATORY TECHNICIAN

Merck RBM | Ott 2006 - Mar 2008

EDUCATION

BACHELOR'S DEGREE ICT DEPT. OF POLITICAL CULTURE AND SOCIETY

Università di Torino, 2018 - currently pursuing

IPSIA ADA GOBETTI MARCHESINI TORINO

Chemical and Biological Laboratory Technician, 2001 - 2006



CONTACTS

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PROFESSIONAL SKILLS

- Proficient in Microsoft Office Suite (Word, Excel, PowerPoint, Outlook)

- Experienced in using graphic design tools for marketing and commercial applications (Photoshop, Illustrator, InDesign, Canva).

- Passionate about frontend technologies like React.js, Javascript, HTML, and CSS.

- Moderate experience with SAP 4/hana. modules wm, retail. GUI FIORI software

LANGUAGES

English: fluent B2.
Italian: Native.

PRIVACY NOTICE

I authorize the processing of my personal data in accordance with the applicable privacy regulations, including but not limited to DL 30 giugno 2003, n. 196 e del GDPR (Regolamento UE 2016/679).