



Andrea Fiorini

Supply Chain & Account Management professional with 3+ years managing replenishment, merchandising, and demand planning for 200+ stores, delivering double-digit sell-out growth and stronger operational efficiency.

CONTACT ME

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Andrea Fiorini

WORK EXPERIENCE

EssilorLuxottica | Barcelona

Supply Account Manager

06/2023 - On Going

-Led product supply operations for wholesale accounts (200+ stores across Spain and Portugal), ensuring optimal stock availability and on-time delivery through an automatic replenishment system (STARS).

-Developed and implemented product and brand introduction strategies that optimized inventory levels to align with client needs, minimizing stock-outs and overstocking, and driving average double-digit sell-out growth across client accounts.

-Expanded role to include Key Account Management responsibilities, actively supporting sales operations and demand forecasting, contributing to improved service efficiency and stronger client relationships.

Key Account Assistant

06/2022 - 06/2023

-Conducted detailed sales analysis for 10+ Key Account chains (€50M+ turnover), providing data-driven insights that guided strategic decisions and improved overall performance.

-Developed and automated Excel dashboards to monitor KPIs, enhancing reporting efficiency and visibility across teams.

-Managed the E-Commerce Business Unit, leading online price tracking and market strategy initiatives to strengthen competitiveness and brand presence.

-Co-led the sales strategy for a key client (€6M+, 9 stores), setting monthly targets, supporting operations, and achieving +22% growth vs. 2022.

BIP Consulting | Rome

02/2022 - 05/2022

Business Analyst

-Conducted audits of large companies' invoices, commercial agreements, and sales performance to ensure compliance and identify optimization opportunities.

-Performed market research and prepared business-focused reports and presentations, with a particular emphasis on the automotive industry.

-Analyzed new market regulations and competitor activity to support strategic decision-making and strengthen market positioning.

SKILLS

Languages

Italian: Native

English: Fluent (IELTS Certificate Grade 7.5)

Spanish: Fluent

French: Beginner

Digital Skills

MS Office Suite (proficient), **Python** (basic),

Google Analytics (basic), **Minderest** (proficient)

SAP (intermediate), **Google Workspace** (proficient)

Soft Skills

Time Management, Team Working, Conflict resolution, Problem Solving, Active Listening, Communication

FURTHER INFORMATION

-Voluntary Work at Ariaperta Club, 06/2016 - 09/2016

-Basketball Player and Assistant Coach

-Scholarship for merit as Administrative Assistant at Università degli Studi Roma Tre

- **Interests:** Sports, Travels, Social Activities

- **Courses:** Graphic Design (proficiency in Canva), Google Analytics, Introduction to coding and computational thinking, Introduction to IoT