**Francesco Paolillo**

London SW3 2BW, UK

fp.paolillo@btinternet.com • +4479-7376-5638 • [LinkedIn URL](https://www.linkedin.com/in/francesco-paolillo-3a41945/)

Director of Sales

*Accomplished and success-oriented professional with extensive experience in sales management in luxury jewellery industry. Skilled in strategic sales initiatives execution, market penetration, ROI improvements, stakeholder engagement, and new product development. Adept at identifying new business opportunities, preparing and executing strategic sales plans. Demonstrated expertise in building long-term retention partnerships globally, by owning and nurturing strategic relationships, to achieve sustainable growth and repeat business. Progressing from preferred supplier status to business partner, achieving all set KPIs, and leading teams to achieve shared visions and goals.*

— Areas of Expertise —

B2B/B2C Sales & Marketing | Strategic Planning & Execution | Continuous Process Improvement

Operational Excellence | Product Management | Cross Team Collaboration

Team Training & Leadership | Relationship Building | Effective Communication

— Career Accomplishments —

Implemented solid strategies and procedures for business development.

Maintained effective and efficient communication with clients to strengthen business links.

Achieved sales targets by retaining excellent and updated product knowledge to increase productivity.

Core Accomplishments

* Ranked in UK amongst top five of Christian Dior’s worldwide sales network.
* Attained Italian distributor partners for US business, delivering effective sales presentations to a range of Italian companies.
* Attended market-leading trade shows, such as SIHH Geneva, Doha Jewellery & Watches Exhibition, and Biennale des Antiquaries Paris.

Professional Experience

Ermelinda Limited London, UK

**Managing Director and Owner** 11/2015 – Present

Deliver advisory services to luxury brands, family offices, and private equity firms in addition to overseeing substantial sales of bespoke jewellery products to HNWI and UHNWI globally.

*Key Accomplishments:*

* Developed substantial international network of vendors, artisans, and suppliers in jewellery industry.
* Generated additional revenue streams through appraisal and insurance of fine jewellery owned by clients.

BVLGARI New York, USA

**High Jewellery Senior Sales Executive & New Client Development** 12/2013 – 11/2015

Performed in Italian jewellery and luxury goods brand that produced market various products lines, including jewellery, fragrances, accessories, watches, and hotels. Accomplished international travel assignments successfully to incorporate overseas client base. Examined high net worth individuals in USA, predominantly in Texas, Florida, and California to determine potential target clients.

*Key Accomplishments:*

* Generated multi-million US Dollar sales that included transfer of several clients in existing network from Cartier to Bulgari.
* Appeared in various luxury brand promotion events in Miami, Lake Como, Paris, Rome, and London.

Cartier London, UK

**High Jewellery Senior Sales Executive and ‘Grand Vendeur’** 10/2004 – 11/2013

Led French jeweller and watch manufacturer founded in Paris in 1847 by Louis- Francois Cartier. Promoted from retail management role to managing business with high net worth clients. Adapted efficient sales approach to nurture strong and robust relationships with key clients, an approach incorporated by Cartier into its sales strategies.

*Key Accomplishments:*

* Achieved ‘Grand Vendeur’ status with consistent ranking amongst top performing sales executives across world over six-year period.

**Additional Experience:**

* **Deputy Manager** at Harrods Department Store, Knightsbridge, London
* **Fine Jewellery Manager** at Christian Dior Couture – London Jewellery Division, London
* **Consultant** at Swiss Time Promotions Inc., USA
* **Retail Director** at Ermelinda, Italy

Education and Credentials

**Graduate Gemologist**

Gemological Institute of America, New York

**Master of Arts**

Istituto d’Arte, Venice, Italy