



## Francesca Agelli

### Personal Information

20<sup>th</sup> August 1991

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### Skills

#### IT SKILLS

Microsoft Office (Word, Excel, Powerpoint)  
Adobe Photoshop  
Cloud Applications

#### LANGUAGE SKILLS

*Italian* : Mother tongue

*English* : Fluent, both written and spoken

*French* : Intermediate

#### PERSONAL SKILLS

- Proven experience in leadership
- Good communication and presentation skills, both spoken and written
- Work confidently within a team well as independently
- Manage conflict resolution
- Able to operate under pressure
- Quick learner, keen to learn and improve skills
- Adaptable
- Flexible

*I authorize the handling of my personal details (Law decree #196 of 2003)*



### WORKING EXPERIENCE

#### DISTRICT MANAGER, CALZEDONIA GROUP

Tuscany

March 2017 - Present

Brand Tezenis

##### Main activities and responsibilities:

- Monitor and analyze business results across all stores within district; develop and implement plans to maximize sales and meet or exceed goals within district for all Key Performance Indicators;
- Manage the stock and the orders of the goods ensuring all clients are never out of stock on best-selling core items and sufficiently stocked on strong selling seasonal lines;
- Ensure company selling and customer service standards are upheld consistently with the company's guidelines across all stores in the district through effective coaching and training of Store Managers and staff;
- Direct, train and supervise store teams in implementing and maintaining the highest level of presentation and visual standards and maintain operational best practices in the areas of stock flow, floor and window presentation and merchandise functions.

#### INTERNSHIP, JAPAN ITALY ECONOMIC FEDERATION (JIEF)

Fukuoka, Japan

June 2016 - August 2016

The JIEF is an organization willing to support the empowerment of economic, cultural, institutional relations and trade between Italy and Japan.

##### Main activities and responsibilities:

- Organization of events in line with the society's vision and mission, such as the Nishinippon Business Forum (4<sup>th</sup> edition) ;
- Search of potential partners to build new solid and long-term relationships ;
- Business plans creation and market researches;
- Interviews and meetings with local enterprises on behalf of JIEF;
- Editing of press releases and news of economic concern.



### EDUCATION

#### MASTER'S DEGREE IN STRATEGY, MANAGEMENT AND AUDITING

University of Pisa

2015 – 2017

Management and Auditing" (Strategia, Management e Controllo).

Final vote: 110/110 cum laude.

Degree thesis entitled: "Internationalization strategies for entering the Japanese food market: The Food Valley's case."

#### MASTER IN MANAGEMENT

Ecole Supérieure de Commerce del La Rochelle (Esc Sup de Co)

January 2016 – May 2016

Erasmus exchange program in the Master of Management - English track.

#### BACHELOR IN SCIENCE OF ECONOMICS AND BUSINESS MANAGEMENT

University of Pisa

October 2011 – February 2015

Bachelor's Degree in Science of Economics and Business Management (Scienze dell'economia e gestione aziendale)

Degree thesis entitled: " The management of a sporting event of high impact: the case of the Olympics in London 2012"