



Nasia Pa- padopoulou

An enthusiastic and progres-
sive minded individual with
passion and expertise in luxury
retail

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Links

[LinkedIn](#)

Languages

English (Fluent)

German (Work Proficiency)

Greek (Native)

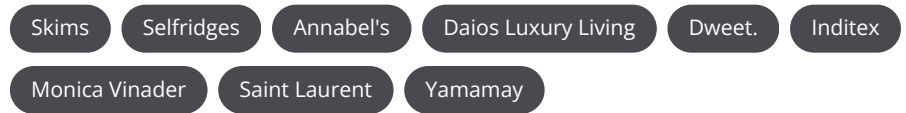
About

A passionate and self driven individual, who thrives in a highly demanding environ-
ment, by practicing collaboration and leadership skills within a customer-oriented
sector.

Organically grown from all levels of customer service, with immense expertise in
operations and management, always curious to explore new practices that enable
business performance.

A strong communicator and influencer of highly skilled teams that consistently
outperform KPIs and succesfully build long-term customer relationships.

BRANDS WORKED WITH



Experience



● Talent Success Manager

Dweet. | Feb 2021 - Feb 2023

- Network to attract more relevant talent to our community
- Ensure all steps of our onboarding & vetting process are in compliance with the country's laws and regulations.
- Account management and development of clients, create and offer bespoke solutions to match clients' recruitment needs
- Match members or our talent community to live client opportunities
- Support the founders on the fundraising by monitoring and creating case studies
- Create training and development processes for new members of the team based on the recruitment and product needs of the start-up.
- Recruit from outside our community for fashion & luxury and/or digital & tech
- Accompany the recruitment process from selection to placement
- Engage and network with our current talent community members
- Organise and attend digital and physical community events
- Report and feedback to the engineering team about products and tools.
- Project Manage/ Consult on short-term client projects



● Retail Project Manager

Annabel's | Nov 2020 - Dec 2020

- Supporting our Retail partners to build and run Retail projects
- Team Recruitment - HR Support- Retail Operations-Team Building-



● Boutique Manager

Monica Vinader | Oct 2019 - Jan 2020

- Develop and maintain client relationships in line with the brand's guidelines to drive customer retention
- Deliver sales budget through the implementation of customer-orientated business plans
- Work closely with individuals within the UK team to maintain strong customer and market insight
- Manage the recruitment process across multiple sites
- Influence the development of product proposition
- Execute Visual Merchandising guidelines to a high standard
- Set clear individual sales objectives and KPIs for the team, and support these with ongoing coaching and training
- Maximize store efficiency through operations management



● Boutique Manager

Saint Laurent | Jan 2016 - Mar 2019

- Develop and implement marketing plans to enhance customer relationships
- Achieving commercial and KPI targets in line with the brand's guidelines
- Collaborate within the team to utilize specialization
- Proactively maintain frequent communication with top-tier customers to enhance engagement and promote cross-sales
- Manage the recruitment process and induction
- Team training, product training
- CRM and forecasting software management
- Back-office management
- Product and Aftercare service management
- Reports and store administration



- **HR Recruitment Assistant**

Inditex | May 2014 - Oct 2015

- To manage the recruitment process fairly and speedily to ensure that candidates are receiving the best possible experience.
- To place offers with successful candidates.
- To conduct the initial induction of new employees.
- To follow up on the initial progress of new employees in the store.
- To build relationships with the stores in order to collect information regarding vacancies and store profiles.
- To maintain an accurate and up-to-date database to produce reports and analyses of recruitment activity
- To research new resourcing channels.
- To propose and coordinate different projects to improve the quality of recruitment and internal brand marketing in Inditex.



- **Visual Merchandiser**

Inditex | Nov 2013 - May 2014

Ensure all new stock is merchandised in accordance with the Company photographs provided, and in a timely manner

- Increase sales by continuously displaying the product in a way that is in line with the latest trends of the season and with customer needs.
- Assist with the training and development of all store employees on product knowledge,
- Liaise with the Regional Merchandiser and General manager to carry out regular and appropriate floor moves.
- Ensure own commercial awareness of forthcoming trends, colours, fashion and competitors is to the highest level and use this to drive the sales of the store.
- Demonstrates commercial analyses and reacts to information.
- Give feedback about the product to the Managers and Regional Merchandiser.
- Knowledge of the products on the shop floor and stockroom levels
- Participate in store openings when required
- Ensure effective communication with the Management Team at all times



- **Deputy Head Cashier**

Inditex | Oct 2012 - Nov 2013

- Ensure the control of all merchandise held at the cash desks by doing regular cash desk checks.(i.e. holds, faulty, alterations, accessories).
- Participates in and supports monitoring and follow-ups performance reviews and cashiers' development; One 2 one, probation reviews poor performance management(i.e. sickness, absences, lateness, return to work, breach of cash desk procedures) Ensure that all departments have sufficient cashiers cover by planning and managing the monthly cashier's rotas, daily planners and holidays according to business needs.
- Be available to support the store with discrepancies & technical problems at the end of the day.
- Monitor, record and manage till discrepancies, communicating them to the management team, regional cashier trainer and Head Office



- **HR Recruitment Assistant**

Daios Luxury Living | Oct 2011 - Aug 2012

Daios SA Luxury living hotel · Contract



- **Recruitment Consultant**

Yamamay | Sep 2006 - May 2012

· Contract

Education & Training

2019

- **The Royal Central School of Speech and Drama**

MA Directing and Teaching Movement, Theater, Art and Movement

2006 - 2011

- **Aristoteleion Panepistimion Thessalonikis**

Theology school, Theology/Theological Studies

2006 - 2009

- **Drama studio of Thessaloniki**

Actress, Acting