

Bill Jiannan Li

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///Objective

With more than seven years of experience in high end retail, I have developed a strong talent for building trusted relationships with high-value, high-impact clients. With the moving forward in my career, I am looking forward to work with a reputed company, where I can utilise my skills to contribute the company's success as well as to prove myself as an asset to the company.

///Education

- 2012 Mar ~ 2014 Dec
Bachelor of Interior Design , RMIT University
- 2010 Feb ~2011 Nov,
2 year Diploma of Interior Design & Decoration , RMIT University

///Skills & Specialisations

- Proficiency with Microsoft Offices, Adobe design softwares , Photoshop, Indesign etc. Basic understanding of CaptureOne&photoshoot processes.
- Excellent administrative and organisational skills. Events/photoshoot/function planning
- Quick learner, excellent judgment, initiative, resourcefulness and good analytical skills
- Strong attention to detail and the ability to multi-task in a dynamic, fast-paced environment
- Excellent Inter-personal skills, organisation skills, strong analytical ability.
- Bilingual , fluent in English & Mandarin

Skills learnt from previous jobs: buying associate/sales

- Buying supply chain management & budget planning
- Excellent brand knowledge & 7 years customer service background.
- Photoshoot organising& events planing,
- Data analysis and internal communication of market condition
- Trend forecasting & market research,
- Contact, produce sales, and implement negotiations with key accounts

///Experiences

Sales Specialist at Dolce & Gabbana S.r.l 2018 Aug -current (part-time)

Harrolds Luxury Department Store 2012-2018 June(fill-time)

Menswear Buying Associate/ Key Accounts Management 2017-2018 June

- Attended fashion week and showrooms to stay abreast of industry standards and trends.([Tom Ford](#), [Alexander Mcqueen](#), [Valentino](#), [Thom Browne](#), [Balmain](#), etc.)
- Budget planning in-between multi stores, evaluated prior sales to established future fulfilment needs and reorders.
- Researched suppliers; negotiated contracts for product fulfilment processing and vendors communication.
- Placed orders and ensured inventory is properly distributed.
- Develops relationships with key local clients profiles and partnered with marketing team to develop and execute strategic marketing plans

Senior Sales Associate/ Supervisor 2015-2016

- Provided exceptional customer service experience by greeting, listening and assisting customers in exceeding their needs, demonstrating an excellent knowledge of the products.
- Ensured the achievement of individual and store goals, enhancing and developing the business. Exceed YTD individual sale goals to 1.75 million. No.2 in the YTD sale of 2017 at Harrolds.

- Discuss with clients and give advices on general trends in fashion world and developments in luxury market , showing passion for fashion and luxury products.
- Built and strengthened relationships with customers , deal with different nationalities and personalities and out always the customers at ease.

Casual Sales Associate (*part time*) 2012-2014

- Created and updated customer profile records
- Consistently met or exceeded sales quota
- Generated sales through optimised visual merchandising
- Researched fashion forward trends and stayed current

Personal Assistant , Cardamon Design Studio (*part time*) 2011-2012

///Overview

Company Worked For

Dolce & Gabbana S.r.l Sales Specialist
Harrolds luxury department store group
Cardamon Design Studio

Job Title Held:

Sales Specialist
Senior sales consultant
Buying Associate
Key accounts manager
Supervisor
Personal Assistant

Interests:

Art/Fashion/Interior Deco/ Graphic design/ Visual Merchandising/ Events Planning/ Brand Development

Degrees:

Bachelor of Interior Design ,RMIT 2014

///Professional References

Marco Siracusa

Ex HARROLD'S Luxury Department Store Store Manager
Current MASON'S Menswear Boutique Managing Director
167 Flinders Lane, Melbourne, VIC, 3000
03 9380 7388

Nikki Yan

Dolce & Gabbana Collins st Boutique Manager
171 Collins St, Melbourne, VIC, 3000
03 9036 9785

Tony Cardamone

Cardamone Design Founder
1792 Malvern Rd, East Malern, VIC 3145
03 9813 8405