



Regional Manager Italy

Have you been searching for a great professional development opportunity, working within an exciting and fast-paced fashion company? Then this could be the job for you!

This is an exciting time for Farfetch as we are experiencing a period of unprecedented growth. We are looking for a **Regional Manager** to join our team.

We offer not only a dynamic, fun, challenging and multicultural workplace, but also conditions in accordance with experience level.

The Company

Farfetch is an innovative e-commerce company that brings the world's best fashion boutiques to an international audience. Launched in October 2008, Farfetch is rapidly growing into a truly global company. Our family now includes 900 talented people and 400 independent boutiques across Europe, North and South America, Asia, and offices in London, New York, LA, Porto, Guimarães, São Paulo, Tokyo, Shanghai and Moscow.

The Role

This role is responsible for supervising and ensuring growth and optimization of *top line* sales performance of Italian boutiques Partners, working closely with Senior Account Manager and respective Account Managers. This role will be based in our Portuguese office, but will require a degree of travel to other countries.

Responsibilities

- Utilize established relationship with Italian boutiques to ensure a successful long-term partnership and profitable relationship for all parties.
- Supervise the overall results of allocated stores and team.
- Ensure efficiency and well-being of allocated Team
- Ensure and maintain on-going relationship with Business Development Team to address any needs on either side (visits, conference calls, meetings etc.)
- Travel to locations in Italy

Key Skills and Experience

- Experience in sales related to high-end fashion apparel and accessories; designer wholesale experience or showroom experience preferred
- Experience building and maintaining relationships with clients/customers and knowledge of the high-end fashion business dynamics in Italy (including taxation, payment terms, ...)
- Excellent organisation, communication and negotiation skills
- Working knowledge of MS Excel and strong analytical skills
- Solid understanding of the luxury fashion market
- Professional, articulate, self-motivated, ability to multi-task
- Fluent in Italian and English is mandatory

To apply please go to the following link:

<https://app.jobvite.com/j?aj=oz0r2fwM&s=CCILI>