GIANNA RESCINITI

New York, NY | 631-374-3553 | giannarmr@gmail.com

PROFESSIONAL SUMMARY

Client-focused fashion professional with 4+ years of experience across luxury and contemporary wholesale, client relationship management, and sales performance reporting. Proven track record maintaining CRM data accuracy, cultivating repeat client relationships, and translating client and sales insights into action for cross-functional teams. Adept at balancing high-touch client service with the operational rigor of a fast-paced retail environment, having built account and reporting processes from the ground up. Seeking to bring this client development and relationship management expertise to a luxury Maison environment.

PROFESSIONAL EXPERIENCE

Account Executive, Wholesale & Client Relations | *Susana Monaco* 2024- Present

- Serve as primary relationship manager for 20+ retail partner accounts, maintaining consistent, personalized communication to support account health and repeat business.
- Built the off-price sales channel from the ground up-curating assortments and partnering with allocation and finance teams to meet client and business goals.
- Author weekly sales performance reports summarizing sell-through, inventory, and account status for leadership, using data to inform client-facing recommendations.
- Maintain shipment and production trackers with an emphasis on data accuracy, proactively flagging risks and managing timelines to protect the client relationship.
- Use ATS/sell-through data to guide re-order decisions on best-selling SKUs, ensuring client assortments stay aligned with demand.
- Write product and account copy for marketing, ensuring a consistent brand and client experience across channels.

Sales Assistant & Sample Coordinator, Merchandising & E-Commerce | *Alice + Olivia* 2021-2024

- Managed timelines and client communication across department store partners, ensuring on-time delivery for launch and presale commitments.
- Coordinated sample allocation, appointment scheduling, and on-site logistics for Market Week and NYFW, supporting a high volume of buyer and client touchpoints.
- Partnered with PR, editorial, and visual merchandising teams to maintain brand consistency across client-facing moments, including in-store events.
- Identified and resolved data discrepancies with merchandising and production teams to maintain accurate account and product records.
- Maintained showroom presentation and operations to support an elevated experience for ongoing client and buyer meetings.

Sales & Operations Assistant, Showroom & Market Projects (Internship) | *Retrofête (Mint Showroom)* 2021

- Supported market week execution for specialty accounts, coordinating scheduling, sample readiness, and buyer appointments.
- Developed weekly sales reports tracking order trends and product performance by account.
- Managed appointment calendars and client communications, ensuring efficient scheduling between internal teams and buyers.
- Processed and validated purchase orders in AIMS 360, maintaining data accuracy for order fulfillment.
- Supported market presentations and post-market client follow-up documentation.

Operations Assistant | *Penelope Fashions* 2019-2021

- Managed a client relationship tracker and maintained personalized, ongoing communication with clients to support repeat sales and service excellence-an early foundation in clienteling.
- Oversaw daily store operations, inventory flow, and merchandising standards to support an elevated client experience.
- Coordinated vendor-led trunk shows, managing scheduling, setup, and product readiness to create a seamless client event experience.
- Led in-store visual merchandising projects, including seasonal layout refreshes, to support the in-store client journey.
- Executed monthly markdowns and validated pricing updates across product categories.

SKILLS

Client Relations & CRM: Client relationship tracking and data maintenance, personalized client communication, repeat-client cultivation, account management

Sales & Reporting: Sales performance reporting, sell-through and inventory analysis, data-driven recommendations

Tools: Excel, Microsoft Office (Outlook, PowerPoint, Word, Teams), Joor, NuOrder, AIMS 360, BlueCherry, RLM, Fashion GPS

Operations: Cross-functional coordination, stakeholder communication, workflow and timeline management, escalation handling

EDUCATION

Monmouth University-B.A. in Communication, Public Relations