

Personal Shopper - German-speaker

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Company: Louis Vuitton Malletier

Location: Belgium

Category: other-general

Position

We are looking for a Personal Shopper to join the Omnichannel Client Development team based in the Client Services Centre in Brussels. You will cultivate and develop relationships with Louis Vuitton most valuable clients, identify and convert prospects to ensure your individual sales and team's targets are exceeded. The role is sales orientated and requires strong entrepreneurial and business development skills.

Personal Shopper will be a key contributor to the growth of Louis Vuitton 10K + clients through highly personalized, variety of engagement and selling activities and leveraging the technology in use.

In this role, your tasks and impact will evolve around the following:

Develop Louis Vuitton 10K Client Portfolio by nurturing existing clients, reactivate lapsed clients and acquire high-value prospects by providing exceptional omnichannel experience.

Retain 10K+ clients by growing and maintaining relationships through curated animations and by leveraging event calendar relevant to your market.

Achieve and exceed individual sales target through personalized product recommendations and client sophistication.

Grow High End digital sales share through elevating the product offering.

Build a strong understanding of your client preferences by creating qualitative client profiling.

Host regular virtual and in-store appointments and drive conversion on commercial High End

events.

Profile

To qualify for the role, you bring the following skills and personalities traits:

You are a native speaker in German and Fluent in English

Solid experience in Luxury retail + distance selling

You have a record of accomplishment of being a top performer in your current role

Strong business acumen and understanding of client development

You are confident to communicate with VIPs and HNWI (high net worth individuals) – verbally and in written.

You are passionate about styling

You are tech Savvy

You can understand and interpret analytics into recommendations.

You are autonomous and have a solution driven mindset.

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