

Curriculum Vitae

Personal Information

Name / Surname **Mariangela Ostinelli Stock**
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Nationality Italian
Date and place of birth 24/09/1959 – Erba (CO)
Sex Female



Job Profile/ Professional Titles held

- Sales head for brands within the Fashion and Luxury industries
- Assistant at Design studio charges with collection development

Professional Experience

Date	1992 – Today
Work or Position held	Manager
Principal activity and responsibilities	<ul style="list-style-type: none">• Support in the management of the Sales Agency “Andrea Stock”• Managed sub-agents• Participated in sector fairs: Pitti Uomo (Florence) – MilanovendeModa (Milan)• Choose season samples• Managed Italian sales, particularly in Lombardia
Name of Clients	A list of the various companies represented today and in the past: Gloverall, Barker Shoes, Robert Mackie of Scotland, Harris MacKenzie by WH, Cheaney (Church), Nobile, Alan Paine, Bilancioni, Barbara Taddei, Canada Goose, Holler (Diadora), Burlington, Barnett & Barnett, London Badge, Cravatz, Lyle Scott, Daks, Albert Thourston, Strathclyde, Fox, Roman Guanti, Florsheim, Folco, Pelo Pilz, CIT, Linea Uno, Failsworth.
Type of activity or sector	Mens and Women’s Clothing
Date	2005 – 2011
Work or Position held	Sales head
Principal activity and responsibilities	<ul style="list-style-type: none">• Introduction and sales of new brand “Viola G by Gimo’s” (womens leatherwear) at stores in Lombardia, Piemonte and in Europe• Managed the showroom of Gimo’s in Foro Bonaparte 68, Milan
Name of Company	GIMO’S ITALIANA s.p.a. – S. Martino di Lupari (PD)
Type of activity or sector	Women’s leatherwear
Date	1982 – 1992
Work or Position held	Executive Assistant to Owner
Principal activity and responsibilities	<ul style="list-style-type: none">• Head of style office• Created models and undertook research of materials• Managed sub-agents• Managed the work force
Name of Company	Leo Stock s.r.l. – Via Brisa, 3 Milano

Type of activity or sector Importing and distributing clothing brands

Date 1980 – 1982

Work or Position held Designer

Principal activity and responsibilities

- Created designs for fabrics and dresses
- Developed prints
- Managed the work force
- Managed clients and suppliers

Name of Company Freelance at Studio Marathon – Erba (CO)

Type of activity or sector Clothing – Fashion – Textiles

Date 1978 – 1979

Work or Position held Designer

Principal activity and responsibilities

- Created designs for fabrics and dresses
- Developed prints
- Managed clients

Name of Company Studio Massari – Erba (CO)

Type of activity or sector Textiles and Womenswear

Education

- Motivation of Sales force course at “Mind Consulting Italia s.r.l.” (2006)
- Seminar on Leadership from the “Istituto Superiore di Psicologia Applicata” of Milano (1998)
- Diploma in English from the “Ragency School of Ramsgate” (1977)
- High School Arts Diploma from the “Liceo Michelangelo” di Como (1977)

Personal Competencies

Mothertongue **Italian**

Autoevaluation
European Level ()*

English

Understanding				Spoken				Writing	
Listening		Reading		Oral Interaction		Oral Reproduction			
B1	Discrete	B1	Discrete	B1	Discrete	B1	Discrete	B1	Discrete

Social Competencies Great affinity for team work, works well with others, available and emphatic

Organizational Skill Determined in reaching previously set goals, a sense of organization, capacity to adapt, capacity to motivate collaborators

Informatics Skill Well versed with Windows, Macintosh and Office

Artistic Competencies Free hand drawing, painting, sculpture, graphic and decorative design

Personal Interests Fashion, Art History, reading, music, animals, cooking, bicycling, personal care and wellbeing

Driving License Automobile (patente B)

I authorize the usage of my personal information in accordance with the Decreto Legislativo 30 giugno 2003, n. 196

Digital Signature Mary Stock