Hermes Da Rocha Freitas Neto

WORK EXPERIENCE

Inlingua

City: San Lazzaro | **Country:** Italy

[14/10/2022 – Current] **English Teacher**

- Individual / group courses for adults and teenagers
- Lettorato project at IC3, IC Ceretolo
- Cambridge English (KET / PET) preparation at Istituto Salesiano and Istituto Salvemini

Wall Street English

City: Bologna | **Country:** Italy

[01/05/2015 – 30/09/2022] **English Teacher**

- Evaluate and grade student(s) during encounter (individual / group).
- Teach IELTS (individual / group) / TOEFL test preparation classes.
- Conduct Market Leader courses, as well as company lessons.
- Run CCs, but during special occasions, Halloween / Thanksgiving / Christmas
- Lead practical and enjoyable SCs (breakfast / movies / etc.); engaging 10+ students.

Manifattura Berluti

City: Gaibanella | **Country:** Italy

[01/07/2015 – 31/12/2018] **LG, SLG & Belts Special Order Productions Developer**

- Headed the development of the bespoke leather goods' section in 2016.
- Coordinated the entire process related to special, bespoke, exotic package and brand
- Led brand collaborations (Krug / Dassault Aviation).
- Managed 9 vendors
- Conducted the training and development of 3 trainees.

Manifattura Berluti

City: Ferrara | **Country:** Italy

[01/07/2013 – 31/10/2013] **Leather Goods Product Development Trainee**

• Assisted in the planning and launching of samples, prototypes, press and fashion show items for the FW14 season.

Aenova (Swiss Caps Inc.)

City: Miami | **Country:** United States

[01/04/2010 – 30/08/2012] **OTC Project Leader / Account Manager**

• Managed the launch of the OTC division with 5 items from stability to market.

• Worked closely with internal teams to meet timelines for stability batches.

• Led EDI implementation and training of staff.

Cosmetic Essence Inc.

City: Cranbury | **Country:** United States

[01/02/2008 – 31/03/2010] **Account Manager**

• Successfully managed over 25% of company's distribution with Victoria's Secret & Bath and Body Works.

• Coordinated Semi-Annual Sale and Holiday launch for 2008/2009 & 2009/2010.

• Improved service level to 95% overall.

AccuMed Inc.

City: Lawrenceville | **Country:** United States

[01/06/2003 – 31/01/2008] **Account Manager**

• Successfully managed over 30% of company sales with all major national retailers.

• Project leader for all new items awarded.

• SAP implementation power user for the Sales / Marketing / Distribution module.

EDUCATION AND TRAINING

[01/10/2012 – 30/06/2013] **M.B.A.**

Bologna University

City: Bologna | **Country:** Italy |

[01/09/2000 – 30/06/2003] **Bachelor's (Economics)**

Rutgers University

City: New Brunswick | **Country:** United States |

Autorizzo il trattamento dei miei dati personali presenti nel CV ai sensi dell'art. 13 d. lgs. 30 giugno 2003 n. 196 - "Codice in materia di protezione dei dati personali" e dell'art. 13 GDPR 679/16 - "Regolamento europeo sulla protezione dei dati personali".

30/04/2025

Hermes Da Rocha Freitas Neto