



KEVIN RICCHIUTO

Procurement & Operations | Digital Solutions, Retail and B2B Development

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PROFILE

Cross-functional professional with over 15 years of experience at the intersection of technology, commerce and operations. I have managed an IT store, led retail teams, overseen portfolios of up to 40 international suppliers and managed around 30 B2B clients across Europe. I now also develop tailored digital solutions for French and Italian companies. My approach is consistent: quickly understand requirements, structure operations, solve problems and drive projects through to delivery. Native Italian speaker, bilingual in French, with professional written English.

CORE SKILLS

IT & technical support: IT support and assistance · diagnostics, troubleshooting and repair (Windows, macOS) · PC assembly, configuration and upgrades (SSD, RAM, thermal paste) · system installation, data recovery and transfer · peripherals and printers · LAN / Wi-Fi networks · user training and guidance.

Digital & web projects: Business, corporate and platform website development · custom applications and management tools · project management from requirements analysis to launch · HTML5 / CSS3 / JavaScript · search engine optimisation (SEO), performance and user experience.

Procurement & supply chain: Supplier sourcing and onboarding · negotiation of prices, terms, lead times and volumes · order and supply management · inventory planning, replenishment and stockout reduction · coordination across procurement, logistics and marketing.

Retail & management: Full store operations management (cash desk, inventory, orders and targets) · team leadership and organisation · customer service, advisory sales and retention · after-sales support, complaints and returns · merchandising and commercial operations.

B2B sales & client relations: Client and partner portfolio management · prospecting and market development (France, Italy, Europe) · commercial negotiation · KPI, profitability and service quality monitoring.

Technical environment: Windows 10 / 11 · macOS · Microsoft 365 · Google Workspace · hardware diagnostics and assembly · BIOS / UEFI · data recovery · LAN / Wi-Fi · VPN · ticketing · TeamViewer · AnyDesk · HTML / CSS / JavaScript · Git / GitHub.

PROFESSIONAL EXPERIENCE

Kore84 · Bollène, France

Mar. 2026 - Present

Founder · Digital solutions & IT support (self-employed)

- Managed web and software projects from requirements analysis through design, launch, training and follow-up.
- Delivered 8 digital projects for French and Italian clients: business and corporate websites, web platforms, applications and custom management tools.
- Provided troubleshooting, repair and IT assistance for individuals and small businesses.
- Managed client relationships, commercial proposals, project coordination and deliverable quality control.
- Improved visibility, performance and user experience, with ongoing maintenance and continuous enhancement.

KoreAgency · Italy

Dec. 2024 - Present

Co-founder · Digital strategy, web & software (remote activity)

- Co-founded and developed an Italian digital agency delivering websites, web platforms and business software.
- Analysed requirements, defined solutions, structured projects and coordinated delivery.
- Designed corporate websites, platforms, applications and internal tools tailored to business processes, while advising clients on digital strategy.

Vap'Concept · Bollène, France

Jul. 2026 - Present

Sales Advisor

- Welcomed and advised customers, helping them select products suited to their needs.
- Managed sales, payments, orders, inventory and after-sales service.

ChannelFret International SAS · Orange, France

Sep. 2023 - Dec. 2024

Transport Operations Coordinator & Freight Broker · France, Italy and Southern Europe

- Managed a portfolio of approximately 30 B2B clients across France, Italy and Southern Europe.
- Organised, planned and optimised transport operations, while monitoring portfolio KPIs and profitability.
- Sourced and negotiated with carriers, focusing on service quality, delivery performance and cost control.
- Handled operational disruptions, resolved disputes and coordinated clients, drivers and partners.

KR Consulting · France

Feb. 2022 - Jul. 2023

Independent Consultant · B2B Business Development, Europe

- Supported international manufacturers, particularly Asian companies, with commercial development in Europe.
- Defined market-entry strategies for France and Italy, including prospecting, distributor identification and negotiation follow-up.
- Created dashboards, digital tools and processes to monitor commercial activity.

AER Wholesale · Slovenia

Nov. 2020 - Mar. 2023

Procurement & Supply Manager

- Managed a portfolio of approximately 20 international suppliers across Europe, the United Kingdom and China, and led a team of 3.
- Sourced new products and suppliers and negotiated prices, terms, lead times and volumes.
- Managed orders, supply and inventory to improve product availability and reduce stockouts and excess stock.
- Coordinated procurement, logistics, marketing and sales, and introduced dashboards and operating procedures.

Vapostore · Cannes, France

May 2019 - Aug. 2020

Store Manager

- Managed all store operations, including daily organisation, cash desk, inventory, orders and targets.
- Led a team of 2, organising workloads, allocating tasks, coaching staff and monitoring performance.
- Provided customer service, advice and sales, built customer loyalty, and handled after-sales support, complaints and returns.
- Ran commercial initiatives, merchandising and local actions, while monitoring performance and administration.

Ribilio · Croatia

Feb. 2017 - Mar. 2019

Procurement & Supply Manager

- Managed a portfolio of approximately 40 international suppliers and led a team of 5.
- Handled sourcing, price and commercial-term negotiations, and order preparation and follow-up.
- Managed supply, lead times and replenishment, analysed inventory and improved the reliability of product and pricing data.

IT Store · Italy

2010 - 2016

Owner & IT Technician

- Founded and managed the day-to-day operations of a specialist IT store, leading a team of 2.
- Diagnosed, troubleshooted, repaired and optimised Windows PCs and macOS systems.
- Assembled and configured custom computers for private and professional clients.
- Replaced and upgraded components, installed operating systems, and recovered and transferred data.
- Installed workstations and LAN / Wi-Fi networks on site, and handled sales, advice, quotations and after-sales service.

LANGUAGES · EDUCATION

Languages: Italian, native · French, bilingual · English, professional written proficiency and intermediate spoken proficiency · Spanish, basic.

Education: Italian Diploma in Administration, Finance and Marketing ("Ragioniere e Perito Commerciale"), comparable to the French Baccalauréat STMG, Il Politecnico, Italy, 2005-2010.

PROJECTS

upCourse · client project: Full web platform with search engine, SEO-optimised local pages and an administration area (upcourse.it).

Siro Jewelry · client project: B2B corporate website for a jewellery house, designed to support its commercial positioning (sirojewelry.com).

AutoMaster Pro · client project: Business software for automotive workshops, covering customers, vehicles and service tracking.

KatanOS · personal project: Windows application published on the Microsoft Store (design, testing and maintenance).