

Q&A

# Off the Cuff: A Q&A with Pomellato's Nathalie Diamantis

October 25, 2024



*Nathalie Diamantis is president and CEO of the Americas for Pomellato*

---

By LISA POWERS

"Off the Cuff" is a Q&A series from Luxury Daily exploring the career paths, current projects and next steps of those shaping the world's best luxury brands.

The interviews feature a Proust-style twist, allowing readers to get to know industry leaders on a personal level. The 13th edition features Nathalie Diamantis, President and CEO of the Americas at Pomellato.

In this Q&A, Ms. Diamantis discusses the importance of adaptability and an open mind, elevating the luxury experience, and taking the time to enjoy food and family.

Here is the dialogue:

**What was your first job ever? What did it teach you?**

My first "job" was in my mother's cafe, and it was, of course, inspiring to see the amount of preparation that goes into getting ready for a day of service.

My first real job was in San Francisco's Union Square at ACA JOE, which taught me my first lesson in the power of brands, as it was such an international cult favorite from Mexico at the time.

**Which skills have been critical to your success? Did you gain these skills within or outside of the workplace?**

While tenacity and perseverance are traditionally linked to success, the evolution of technology over the past two decades has increased the need for agility and adaptability to be successful today.

**What is the best piece of advice you've ever received?**

Don't be dogmatic.

**How has your field changed since you started out in luxury, and what do you think your industry will look like in a decade?**

Twenty years ago, the luxury industry and luxury jewelry were characterized by exclusivity and inaccessibility. The price of entry was high.

Today, with social media, the velvet rope has been lowered considerably, removing much of the mystique and allure that only

the biggest spenders could afford. Going forward, unique experiences will continue to drive cache. Desirability is, and will likely always be, about elevation and image.

**What recent projects have ignited your passion for working in luxury?**

Pomellato's growing high jewelry collections, "Ode to Milan" and "The Dualism of Milan," have been such inspiring moments for the brand. The unique use of colored gemstone in innovative settings ignited tremendous passion throughout the organization.

**How do you get into the right mindset before a big meeting or presentation?**

After countless hours of work and editing, I like to have at least a day or two away from the material in order to present it with a fresh perspective.

**On your days off, what can you be found doing to relax or have some fun?**

Spending time outdoors on the beach or for a walk, followed by a home-cooked meal with loved ones.

**What does luxury mean to you?**

Exceptional execution, creativity, quality and storytelling.

**Whether a product or service/experience, what is your favorite luxury indulgence?**

Time is the ultimate indulgence.