

Top Skills

Sales Processes

Strategic Partnerships Portfolio
Management

Languages

English (Native or Bilingual)

Spanish (Limited Working)

Serbian (Native or Bilingual)

Global Wholesale Manager

Experience

VOTARY

Wholesale Manager

October 2019 - Present (4 years 11 months)

Oxford, England, United Kingdom

- Responsible for the wholesale business and business development globally across all distribution channels including high end department stores, speciality retail, e-commerce platforms, international distributors, and spa. These include Liberty London, Space NK, Cult Beauty, Net-a-Porter, and Sephora.
- Account acquisition, contract and terms negotiation, relationship and account management, analysis of commercial requirements for the maximisation of sales and profitability
- Developing and executing omni-channel strategies by account to grow wholesale sales and accounts. This is accomplishing brand growth of over 50%, which outperforms the skincare category growth across retailers and stockists.
- Leading global promotional activity, creating and meeting budget. Co-ordinating repeated inclusion in prestigious speciality activities such as Caroline Hirons Kits, and Liberty Beauty Advent calendars.
- Global SKU forecasting for the wholesale channel.
- Ecommerce involvement - copywriting, website functionality etc - throughout 2019-2022

VERDEN LTD

Wholesale Manager

March 2021 - Present (3 years 6 months)

Oxfordshire, England, United Kingdom

- Responsible for the wholesale business and business development globally across all distribution channels including high end department stores, speciality retail, e-commerce platforms, international distributors, and spa. These include Liberty London, Selfridges, Cult Beauty, and John Lewis.
- Acquisition of over 20 accounts in the first 10 months of business, leading contract and terms negotiation, relationship and account management,

and analysis of commercial requirements for the maximisation of sales and profitability.

- Developing and executing omni-channel strategies by account to grow wholesale sales and accounts, accomplishing Brand growth which outperformed the skincare category growth across retailers and stockists.
- Leading global promotional activity, creating and meeting budget. Co-ordinated repeated inclusion in prestigious speciality activities such as Caroline Hirons Kits, and Liberty Beauty Advent calendars.
- Global SKU forecasting for the wholesale channel.
- Ecommerce involvement - copywriting, website functionality etc 2021-2022, including website development for VERDEN ahead of its launch.

FRESH CONNECTIONS LTD

Assistant Manager

2018 - 2019 (1 year)

Odyssey Expeditions Corp

Scuba Diving Instructor

June 2016 - September 2016 (4 months)

British Virgin Islands

Teneo Blue Rubicon

Summer Intern

August 2016 - August 2016 (1 month)

KPMG UK

Analyst

June 2014 - July 2014 (2 months)

- Contracted as a subject matter expert for a remediation project for the Lloyds Banking Group.
- Worked on the regulatory authorisation for a major overseas banking client.

KPMG UK

Analyst

October 2012 - June 2013 (9 months)

- Worked on project teams for a number of FCA/PRA regulated businesses, predominantly in the Banking Sector.
- Closely involved in the remediation project for the mis-selling of financial products by a leading UK bank.
- Business Development and MI Reporting within the firm

Education

University of St Andrews

Bachelor of Arts - BA, International Relations and Philosophy · (2013 - 2017)

Oxford High School GDST

· (2005 - 2012)