



Angel Jones

Customer Success/Accounts Manager

 London, UK

 Angel is **Available to work**

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Work Preference

Location: Open to relocate

Pattern: Open to Full time or Part time work

Employment: Freelance Assignments, Hourly Consulting, Permanent Positions

Skills

Consultancy Services (Advanced)

Procurement Management (Advanced)

Strategic Procurement (Intermediate)

Project Procurement Management (Inter...

Procurement Outsourcing (Advanced)

Planning Consultancy (Intermediate)

Consultative Services (Intermediate)

Consultative Approach (Intermediate)

Procurement Logistics (Intermediate)

Logistics Management (Intermediate)

Strategic Sourcing (Intermediate)

Logistics Planning

About

Founder of a fashion brand and a skilled analyst and stylist with a fashion communications degree from a top Australian University. A skilled individual with exceptional communication and people-skills, demonstrated in a variety of settings.

Angel has applied these skills to creating and managing her own brand whilst tailoring a meaningful, client-focused experience. Using professional knowledge and evaluations to support management in previous roles and provide accurate records and reporting systems. She is a self-motivated and quick learner who thrives in a fast-paced setting looking for challenge. Experienced in sales with a demonstrated history of working in the retail industry. Skilled in Management, Foreign Languages, Sales, Relationship Building, Interpersonal Skills, and Fashion Styling.

BRANDS WORKED WITH

Aptmnt

b.y.a.j

Department of Education and Training (Queensland)

Fortunate One

HYPE DC Pty Limited

IndoGenius

lululemon athletica Australia & New Zealand

MANNING CARTELL

& Other Stories

Seed Heritage

THE ICONIC

Violent Green

Zomp Shoez

Experience



Buyer

Fortunate One | Jun 2022 -

Strategic E-Commerce Consultant

| Jan 2022 -

Strategic Fashion consultant freelance working directly with Start-ups, E-commerce Businesses, Sustainable Fashion and projects in their infancy. Assisting with brands grow their sales, operations, external relationships and internal structuring.

- Operational Strategising
- Go to Market development
- Safe and sustainable manufacturing
- Sales advisory
- Supply Chain management



Assistant Buyer - Women's Apparel

THE ICONIC | Jun 2021 - Jun 2022

Responsibilities

- Managing tasks and responsibilities of Category Admin Assistant
- Weekly trade analysis, presenting findings and action points to the wider team and Senior Management
- New brand on boarding, including margin negotiations, contract fulfilment, and liaising with multiple channels in the business until complete.
- Attending brand showings, reviewing and analysing sales results and optimising future buys
- Management of in-season OTB tracking, collaborating with Company Planning to maximise sales opportunities and de-risk threats
- Trend research
- Stock replenishment management – weekly
- Brand plan upkeep and data integrity
- Core stock management
- Competitor shopping and price analysis
- Marketing input, feeding relevant marketing info to marketing team and keeping track of social channels

Languages

English (Native)

Swedish (Basic)

French (Basic)



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● Founder

b.y.a.j | Mar 2020 -

● Category Admin Assistant

THE ICONIC | Sep 2019 - Jun 2022

Responsibilities

- Order raising, order form entry and upkeep. Keeping the Buying & Planning teams fully informed on intake movements & cancellations.
- Intake management & reporting stock not visible to the team weekly. Working with Production, Copy and Finance teams to manage stock.
- Running reports for weekly trade and supplier meetings, best & worst sellers, intake summary
- Contribute to monthly SWOT for Senior Management
- Providing SKU lists and brand marketing assets for socials & marketing teams
- Working closely with suppliers, inbound and production teams to hit launch dates and resolve locked stock issues
- Accompany Buyer and Assistant Buyer to supplier range showings
- Order builds
- Competitor shopping to bricks & Mortar stores, as well as keeping an eye out for online competitors and presenting to the team any trends or gaps in our offering

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● Ecommerce Developer

Violent Green | Jul 2018 - Nov 2018

● Stylist

Zomp Shoez | May 2018 - Sep 2019

Style and product knowledge.

Responsible for high customers satisfaction,

Problem solving, patience, ability to handle complaints and needs.

Developed negotiation, communication and interpersonal skills.

● Online Content Editor

Aptmnt | Apr 2018 - Aug 2018



● NCP Scholar

IndoGenius | Feb 2018 - Feb 2018

IndoGenius believe learning is best achieved through real-world experiences. Using India's cities and villages as our classroom, Reimagining India takes a different approach to education that goes beyond the lecture hall. The program combines a broad range of experiences in India, with access to industry experts, academics and skills training workshops.

Over two weeks, I attend seminars at diplomatic enclaves, multinationals, and 3D printing workshops. I also visit rural villages, ancient cities, and slum recycling centres. During the time I learned to consider India's significant cultural influence and explore innovative contributions to global challenges.

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- **Sales Assistant**

Seed Heritage | Jun 2016 - Aug 2017

- **Seasonal Educator, Visual Merchandising.**

lululemon athletica Australia & New Zealand | Oct 2015 - Mar 2016

- **Shop Assistant**

HYPE DC Pty Limited | May 2015 - Oct 2015



- **Stylist**

MANNING CARTELL | Mar 2014 - Sep 2014

- **Fit Model**

& Other Stories | Apr 2013 - Dec 2013

- **Sales Associate**

& Other Stories | Mar 2013 - Feb 2014

& Other Stories is a brand under the H&M Group. & Other Stories is a fashion brand offering women a wide range of shoes, bags, accessories, beauty and ready-to-wear to create their personal style, or story. Our creative ateliers in Paris and Stockholm design diversified fashion collections with great attention to detail and quality at an affordable price.

- **Office Administrator**

Department of Education and Training (Queensland) | Jan 2012 - Jul 2012

Education & Training

2017 - 2018 ● **IÉSEG School of Management**

Exchange student program,

2015 - 2018 ● **QUT (Queensland University of Technology)**

Bachelor's degree,

2014 - 2014 ● **Australian Institute of Creative Design**

Diploma,

2007 - 2011 ● **St Aidan's Anglican Girls' School**

High School Certificate,