



# Kate Olsson-McKinnon

Freelance Wholesale Consultant - Sales & Strategy

📍 Adelaide SA, Australia

✅ Kate is **Available to work**

[Portfolio link](#)

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## Links

 [LinkedIn](#)

## Work Preference

Location: Open to relocate

Pattern: Open to Full time or Part time work

Employment: Freelance Assignments, Permanent Positions

## Skills

International Sales (Advanced)

Fashion (Advanced)

Media Relations (Beginner)

Social Media Marketing (Beginner)

Event Management (Intermediate)

Retail (Intermediate)

Public Speaking

## Languages

English (Native)

## About

I'm an experienced luxury wholesale manager, working across both designer and contemporary price points.

Having spent 10 years in the UK, I've now relocated back to Australia to start a family and work on a freelance/consultancy basis. I'm helping emerging Australian brands scale their business internationally, and also working with old clients sell back into Australia.

My selling and strategic style is pragmatic, personable, and collaborative. I always place the interests of the brand at the forefront of my decisions, and strive for the most favourable solutions in negotiations. I am a people person, and love to spend that little extra time with clients; either in appointments, over the phone or with a coffee.

I have long standing relationships with both key accounts, and leading independent boutiques worldwide.

### BRANDS WORKED WITH

Babette Wasserman

Paper Mache Tiger

Rainbowwave

Victoria Beckham

## Experience



### ● Freelance Wholesale Consultant

Paper Mache Tiger | Sep 2020 - Feb 2022

Senior account manager for Petar Petrov. Maternity Cover.



### ● Senior Account Manager

Rainbowwave | Aug 2016 - Mar 2020

Global management of brands: Bella Freud, The Mighty Company, BITE Studios, Rachel Comey  
Australia and New Zealand Territory Manager

### ● Wholesale Exeutive

Victoria Beckham | Jan 2013 - Aug 2016

Initially working across all collections, I then moved to focus on Victoria Beckham collection. I managed the UK & Ireland, Germany/Switzerland/Austria & Eastern European and Australian/NZ territories.



### ● Wholesale & Marketing Assistant

Babette Wasserman | Apr 2011 - Jan 2013

Wholesale and marketing assistant.

### ● Freelance Wholesale Consultant

| Mar 2021 - Now

Working with emerging brands to help scale their business, review their internal operations, and help with sales.

I have worked with brands including:

Acler

Significant Other

House of Campbell

Huisan Zhang

Etre Cecile

Sunset Lover

Aston Studio

Bubish

# Education & Training

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- 2008 - 2011 ● University of Adelaide  
Degree, Media
- 2008 - 2012 ● University of Adelaide  
Degree, Arts (Gener, Work & Social Enquiry, Anthropology)