


Evelyn Males Echeverria

International Sales / Studio Management

 London, UK

 Evelyn is **Available to work**

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Work Preference

Location: Not looking to relocate

Pattern: Open to Full-time work

Employment: Permanent Positions,
Hourly Consulting, Freelance Assignments

Skills

Microsoft Office (Advanced)

Xero (Advanced)

The Pattern Cloud (Advanced)

Photoshop (Advanced)

Spanish (Advanced)

Portuguese (Beginner)

Driving Licence (Advanced)

Languages

English (Native)

Portuguese (Basic)

Spanish (Native)

About

I currently specialise in Sales, working 1:1 with an international portfolio of clients in the UK, Germany, Sweden, USA, among others, through sales appointments, trade shows and overseeing commission works. I am a versatile professional whose background as a print designer has built a strong foundation with a successful track record: from product inception to production, marketing and sales. A reliable team player with excellent interpersonal and management skills, I am always willing to gain new knowledge and broaden my skillset by taking on new responsibilities

BRANDS WORKED WITH

Jack Jones Design

Matchy Matchy Design

The Collection Design Studio

Experience

● Sales Representative & Creative Direction

Matchy Matchy Design | Jul 2021 - Nov 2022

- Tailored the company's online collection to match their current customers, trends and to be presented on virtual trade shows
- Collaborated with the Design team to provide a creative direction on new designs
- Responsible for sales in USA made through virtual meetings and trade shows such as PrintSource New York and Premiere Vision Paris Digital
- Content story creator for Instagram



● International Sales, Studio Management & Admin

Jack Jones Design | Aug 2016 - Dec 2022

Sales

- European market expansion, establishing new clients and restoring commercial relationships with legacy customers
- Liaising with brands such as, Matalan, Reiss, Sainsbury's, Next, H&M, Innotex, Jakes, KBC, among others
- Responded to print requests by sending design proposals and organising appointments through face to face and virtual meetings and collections
- Styled the collection focusing on their needs and their market
- Attended Trade Shows in Paris, Como and London selling designs to a global pool of clients
- Working with designers overseeing commission works
- Responsible for logistics of sales trips

Admin

- Organisation and Implementation of digitalisation of most of the jobs, introducing a more time efficient process, easy to access from anywhere through diverse programs
- Focus on processing and chasing invoices and payments using Xero and The Pattern Cloud (TPC), calculating costs and leading the website development supported by TPC
- Organised deadlines and liaised with printing companies
- Processed sales which involved creating digital invoices, documented sales and sent these to the team
- Dealt with technical issues and ordered supplies

● Print Designer

The Collection Design Studio | Dec 2013 - Jun 2016

- Developed prints and embroidery designs through Photoshop and traditional techniques
- Sourced fabrics based on the Print Director's briefs
- Sales meetings organisation with clients based in London, Europe and America. I assisted the studio's director on sales trips and organised these by merchandising the collection, planning the stand's visual structure, and designing wall banners
- Led website development by arranging and photographing current col-

lections and provide technical support to clients and colleagues with design and tech issues