



# Sophie Brown

Manager / Team Lead / Developer

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## Languages

English (Native)

Spanish (Basic)

## About

I bring extensive luxury retail experience, specialising in product development and team management. Proven success in streamlining processes, supplier relationships, and driving innovation within high-end fashion environments. Adept at delivering exceptional customer service and handling diverse retail tasks efficiently.

### BRANDS WORKED WITH

Burberry

Coast

Rapha

MATCHESFASHION

Whistles

## Experience



### ● Colour & Trim Development Manager

Rapha | Apr 2022 - May 2024

#### Achievements:

- Established, elevated & refined the colour development process within the Product team, reducing the timeline by 3 months.
- Overhauled the colour development process, reducing the sign off date by 50% within the critical path.
- Oversaw team budget ensuring that costs met margin & were within overall constraints - delivering trips within Europe & Asia.
- Built & maintained strong relationships with international supply bases including partners in China, Taiwan, Hong Kong, Italy & Spain.
- Executed material consolidation to enhance efficiency in line with the business strategy & reducing cost.
- Championed team development, progression & education both internally & externally - proactively retaining talented colleagues by recognising talent through development plans & annual performance reviews.
- Built & extracted colour & trim libraries onto PLM ensuring that all data was accurate & up to date, enabling the creation of material toolboxes for effective planning & negotiation.
- Coordinated & refreshed the bulk approval process, ensuring that all submits met the required brand standards - working with mills to resolve challenges & issues if & when required.
- Led the initiation, sign off and ownership of the Rapha High Vis Pink pantone to streamline colour matching & brand handwriting.

#### Responsibilities:

- Fostered close working relationships with Design, Engineering, Brand Creative & Supply Chain throughout the development process, creating a positive and energetic work environment.
- Delivered newness & innovation within the colour & trim space whilst managing NDA's & potential patents, balancing creativity with commercial considerations.
- Partnered with suppliers through travel & frequent communication - ensuring that the critical path dates & KPIs were met by the business' vendors.
- Commercialised new colour and trim developments in line with CP deadlines, creative direction & product strategy.
- Responsible for building & maintaining effective & successful relationships with external partners to develop and negotiate the best cost price & quality standards within the trim & hardware space.
- Work closely with supply chain & sustainability Manager to share insights & data in relation to partner practices & audits.
- Partnered with key business stakeholders to develop & issue monthly reports - in relation to PFAS switch out & US / UK legislation.
- Managed material switch outs for recycled yarns & cost increase, ensuring that relevant databases were up to date.



### ● Senior Colour & Trim Developer

Rapha | Sep 2018 - Apr 2022

- Researched & presented material trends & innovations led by trade shows & material fairs as well as vendor visits.
- Commercialised new colour and trim developments in line with CP deadlines, creative direction & product strategy.

- Responsible for building & maintaining effective & successful relationships with external partners to develop and negotiate the best cost price & quality standards within the trim & hardware space.
- Worked alongside the product engineering team to upload & sign off care labels pre production.



### ● Fabric Development Assistant - WW Prorsum

Burberry | Jan 2015 - Oct 2015

- On boarded new suppliers, ensuring that all supplier info & data was up to date.
- Assisted with seasonal collection research based on new concepts liaising with European fabric mills daily, actioning new developments & research based on the design team's creative aesthetic.
- Prepared & maintained all fabric boards for outerwear, tailoring, prints & softs for Design & Product development - enabling a successful fabric to sketch launch. .



### ● Fabric & Trim Buying Assistant

Coast | Mar 2012 - Dec 2014

- Raised all fabric orders on the internal PLM system & set up new suppliers, raw material & colour codes as required.
- Tracked bulk submissions – checking width, colour, handle & weight. Approved alongside the Fabric buyer & Designer when necessary. Updating excel spreadsheets daily.
- Reviewed all invoices & packing lists, negotiating discounts & raising debit notes where applicable.

## Education & Training

2005 - 2008

### ● University of the Creative Arts

BA (HONS) FASHION,