



Simon Muldowney

Commercial Partnerships - Brands and retailers.

📍 London, UK

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Languages

Spanish (Work Proficiency)

About

A highly skilled, entrepreneurial and dynamic senior professional with significant experience in leading new business development and forging strategic brand partnerships, across multiple platforms.

BRANDS WORKED WITH

- eBay
- achica
- Atosho / Prettysocial Media
- Beem Contract
- Bijou Commerce Contract
- LivingSocial
- Lovethesales.Com Contract
- Pricesearcher.Com - the UK'S Largest Product Search Engine

Experience

● Head of Growth

Beem Contract | Mar 2021 - Now

- Empower every globally dispersed employee to be happy, engaged and productive via Beem mobile technologies
- Deliver Beem solutions enabling an improved and evolved HR process with multi-device tech and strategy
- Leading Future of Work thinking with Beem innovation, to ensure all employees and teams are connected, informed and engaged no matter their location and association

● Consultant

| Sep 2020 - Now

Providing services.

Lead Generation. Business Development. Digital Marketing. Content Strategy. Product/Service Launch and Development. Negotiation. Sales Consulting. Build and Grow Pipelines.

Identify potential customers & competitors. Articulate and communicate a product offering, key differentiators & messaging.

● Head of Growth

Lovethesales.Com Contract | Nov 2019 - Sep 2020

As part of the team leading the biggest disruption off price retail has ever seen, I helped retailers to maximise the financial recovery of excess inventory.

I have a rich network of active, engaged fashion retailers that have huge amounts of sale stock and not enough trusted partners through which to access new customers.

My role was to take the business away from the affiliate model, over to a basket solution. From a standing start, almost entirely in lockdown - 140% over target.

● Retail & Agency Partnerships

Pricesearcher.Com - the UK'S Largest Product Search Engine | Jan 2019 - Nov 2019

Engaging with retailers and agencies to enable their products to appear on Pricesearcher.

It's free to be part of the UK's largest product search engine: www.pricesearcher.com/upload

They're good people too.
see less

● Director Of Business Development

Bijou Commerce Contract | Apr 2017 - Dec 2018

Bijou Commerce is a mobile platform for retailers, delivering unique, highly intuitive m-Commerce apps for brands; ensuring seamless integration, unprecedented data (driven by machine learning), and a sleek, product-focused UI. Launched Bijoutique, a stand alone multi-brand, single basket shopping platform for US plus-size market.
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- **Country Manager - UK**

Atosho / Prettysocial Media | Aug 2014 - Apr 2017

Atosho, established in Copenhagen in 2011, created a new way for digital Publishers to tap into eCommerce revenue and sell products without users ever leaving the site, at the same time providing a unique sales channel for eCommerce retailers.

My role was building commercial partnerships with retailers and publishers.



- **National Retail Partnerships**

LivingSocial | Jan 2013 - Jul 2014

LivingSocial is a social commerce platform that allows subscribers' to engage with local and national brands through unique offers. My role is to introduce LivingSocial to national brands and develop and grow relationships with affiliate networks. With four million subscribers in the UK, the opportunity for brands is in monetising that data.
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- **Freelance Consultant**

| Jul 2012 - Sep 2014

My role was to help daily deals brands to develop and deepen partnerships with national brands. I worked closely with sales teams in order to encourage personal communication, rather than email. I also worked closely with the leadership teams to identify sectors and targets, then build, manage and grow their business development pipeline.
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- **Head of Business Development**

achica | May 2011 - Jul 2012

ACHICA.com is an online members only luxury lifestyle store. My role involved working closely with the buying team in order to target brands across furniture, lighting, kitchen, homewares, fashion accessories, art and food and wine. Showed a 650% growth in sales in 2011.
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