



Ellie Bright

Ellie Bright Consulting Ltd

London, UK

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About

Operating for the past 21 years as part of a Senior Team in both multiple and bespoke businesses, with full accountability for P&L performance and the management of extensive, structured teams across the UK. Currently working as a Consultant to a top end Interiors brand, assisting with Retail Operations and People Development in addition to 5 years previous experience managing the Trade team.

BRANDS WORKED WITH

- ELLIE BRIGHT CONSULTING LTD
- IJL Brown
- India Jane
- MFI
- Oka direct
- Sofa Workshop Ltd

Experience

- Freelance Consultant**
 IJL Brown | May 2023 - Jul 2023
 A short term contract focusing on driving sales at the London Showroom, closing due to retirement.
- Consultant**
 India Jane | Feb 2022 -
- Ellie Bright Industries - India Jane Trade Sales Manager**
 India Jane | Apr 2013 - Jun 2017
 India Jane Consultancy work - Advising on P&L Sales Performance in the India Jane Wholesale Operation; Strategic planning; Negotiation and Finance; New Business Development; 4 x Sales Team Management and Training, 2 agents; Key Account management and development with Multiples and Independents; Account authorisations; Trade Fairs. www.indiajane.co.uk
- Director**
 ELLIE BRIGHT CONSULTING LTD | Sep 2012 -
- Retail Business Consultant**
 India Jane | Sep 2012 - Apr 2013
 India Jane Consultancy work to date includes - Retail - People strategy and Reviews; Customer Sales Experience and Selling Skills training; Internal Skills development; Recruitment; Product Manual compilation. Consultancy work at India Jane Farnham - New Franchise. Strategy, Recruitment, Coaching, Product and Selling Skills training.
- Head of Retail**
 Oka direct | May 2006 - Feb 2008
 People strategy - 12 stores; full responsibility for sales and P & L. All retail operations. Career break to have a family.
- Sofa Development Manager**
 MFI | Jun 2005 - Feb 2006
 Sales Development for the Sofa Workshop Direct brand in 200 out of town MFI stores. Member of retail senior team reporting direct to the MD of MFI.
- Head of Retail**
 Sofa Workshop Ltd | Feb 1993 - Jun 2005
 Head of Retail - Managed 3 Area Managers, National Sales Trainer and approx 200 staff; 32 stores; Full P & L responsibility for £32 million sales. Southern Region Area Manager 10 stores.

Manager of 6 stores prior to Area Manager role - Exeter; Birmingham; Kingston; East Sheen; Battersea and Flagship Tottenham Court Rd

Education & Training

- 1988 - 1992 ● **Manchester Polytechnic**
Fashion Design and Production Management,
- 1985 - 1987 ● **Pates grammar school**
3 A levels,