



Emily Heap

Freelance Business Dev, Sales & Partnerships | ex Harvey Nichols, eBay, British Fashion Council

📍 London, UK

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Links

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Languages

English (Native)

About

10+ years experience in Fashion including Head of and Senior Business Development roles in E-commerce and Marketplaces, specialising within the luxury fashion industry.

Key skills in new business acquisition and BD. Expert in driving commercial growth, strategy planning, financial forecasting, client acquisition and retention and project managing and consulting on partner integrations and launches.

Proven track record of identifying new revenue streams, creating commercial pipelines, driving sales teams and building strong and meaningful strategic partnerships.

Several accolades through personal acquisition of large fashion brands onto major marketplaces, GMV and revenue growth.

BRANDS WORKED WITH

- PANGAIA
- Arcadia Group Ltd
- British Fashion Council
- eBay
- Harvey Nichols
- iInsure365 Ltd
- IN FRONT OF LTD
- SMCP - Sandro, Maje, Claudie Pierlot

Experience

- **Head of Commercial Network**
British Fashion Council | Oct 2021 - Oct 2022
- **UK Lead; Fashion Acquisition & Business Development**
eBay | Jan 2021 - Oct 2021
- **UK Acquisition Manager**
eBay | Nov 2020 - Jan 2021
- **Senior Marketplace Account Manager**
Harvey Nichols | Jul 2018 - Nov 2020
Womenswear, Accessories & Beauty
- **Marketplace Account Manager**
Harvey Nichols | Apr 2016 - Jul 2018
Womenswear & Accessories
- **Sales Director**
iInsure365 Ltd | Nov 2014 - Mar 2016
- **Visual Merchandising Manager**
Arcadia Group Ltd | Sep 2014 - Nov 2014
- **Sales**
SMCP - Sandro, Maje, Claudie Pierlot | Oct 2013 - Sep 2014
- **Director**
IN FRONT OF LTD | Jul 2022 - Now
Specialist advisory and consultancy firm working with start-up, fashion-tech and marketplace clients to provide freelance business development, sales & partnerships.



Clients: Archive Resale | Contact Creatives | Proexca - Government of The Canary Islands | SERVICE95 - Dua Lipa | The London Embroidery Studio | The Seam | RUUBY | NIFT (Need it for tonight)

Worked as; Strategic Partner Consultant/Commercial Consultant/Commercial Director/Business Development Consultant for the above clients on a freelance basis.

Education & Training

- **Loughborough University**
BTEC Diploma in Foundation Studies (Art and Design),