



Jess Cox

Buyer

London, UK

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Languages

English (Fluent)

About

Luxury fashion professional with 10+ years Buying experience, using a strong commercial and analytical skillset to leverage omnichannel responsibilities. Sustainability advocate leading on projects across the branded Fashion business. Proven track record in commercial decision making, budget management and delivering short and long-term strategies.

BRANDS WORKED WITH

Harrods

Monica Vinader

Experience



Buyer

Harrods | Sep 2019 - Now

Managing the Men's Designer Collections business, responsible for £31m revenue ownership across own-bought and concession brands.

Key responsibilities:

Own bought buying: working with Merchandisers to set seasonal strategies that delivers sales and margin growth across all channels. Select brands and product according to budget, customer demand, trends and seasonal strategy. Responsible for an own bought OTB of £2.2m for SS24.

Concession management: collaborating with 9 concession partners to influence product selection, negotiate exclusive stock packages, drive in-season performance and ensure overall strategies are aligned.

In-season performance management: continuously analysing sales data to capitalise on opportunity and mitigate risk. Pro-actively implement strategies to drive trade and sell through including; new launches, stock swaps, incentives, pop ups and marketing exposure. Recent activations that I instigated include the Ralph Lauren Purple Label Adonis Creed MTM event.

Financial Planning: work with Merchandisers and Finance Analysts to review periodic forecasts and financial planning. Communicate forecast sell through, risk and opportunity with brands to negotiate returns or re-orders. Secured £800k of cancellations in AW21, to de-risk the business during the pandemic.

Team management: coaching and managing three direct reports to ensure that team goals are achieved. Sharing knowledge and conducting regular performance reviews to promote personal development. Maintaining effective communication to ensure the smooth running of the department.

Store re-development projects: most recently supporting the refurbishment of Men's Designer Collections 2, comprising of 4,500 sqft and 7 branded boutiques. Supporting in option and capacity planning, shop fit concept approvals and liaising with internal stakeholders to ensure a timely opening.



Assistant Buyer

Harrods | Nov 2015 - Aug 2019

Junior & Senior Buyer's Clerk Mar 2013 – Oct 2015 Menswear Harrods



Junior Creative Artworker

Monica Vinader | Jun 2012 - Feb 2013

Press, Marketing & E-Commerce Assistant Sep 2011 – May 2012 Monica Vinader

Education & Training

- 2023 ● **The University of Cambridge**
CISL Business Sustainability Management Course,
- 2007 - 2010 ● **The University of Exeter**
Bachelor of Arts,
- 2000 - 2007 ● **The School of St. Helen & St. Katharine**
A-Levels (Economics,