



Anthony Harris

Director of Operations - Driving operational efficiency across all business functions.

Great Britain, United Kingdom

[Portfolio link](#)

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Links

[LinkedIn](#)

Languages

English (Native)

About

Accomplished senior executive and public speaker with a natural talent for leveraging an established network of contacts to deliver creative and commercial objectives, and applying the vision and commercial acumen to galvanize profitable growth, innovation and competitive edge.

With expertise in community management, content creation, distribution and business development; Anthony easily aligns strategy to changing business and market needs, and adopts new technologies and business models backed by a clear vision, practical strategies and measurable business plans to deliver positive tangible results.

Specialisms:

- Bridges the gap between creative and commercial objectives to maximise results.
- Working with large stakeholder communities (creatives, sole traders, service providers) to motivate engagement that meets the needs of customers and business objectives.
- Developing optimal channel distribution and relationships.
- Content creation and licensing, including large scale transactions for the purchase and sale of content and transfer of IP rights.
- Optimises revenue and profit through effective performance and resource management
- Drives expansion through targeted sales & marketing, PR, communications and branding strategies

BRANDS WORKED WITH

My Pretty Strap

REGALROSE JEWELLERY LIMITED

Harris and Erel Art

Eastman Kodak Company

Getty Images

Experience

● Director of Operations

My Pretty Strap | Dec 2023 - Jul 2024

- Strategic Development: Conducting SWOT analysis, setting SMART objectives, and managing weekly senior leadership meetings with the CEO, CMO, and FD to deliver on objectives.
- Streamlining Operations: Analysing and optimising operational processes across departments through streamlining and automation.
- Contract and Financial Management: Handling contract negotiations achieving major savings against published costs, cost-benefit analysis, financial modelling, inventory management, and forecasting. Managing product mix for max ebitda, pricing analysis, and the impact of new initiatives on CPA and AOV.
- Customer Insights: Monthly analysis of customer feedback, leading to operational improvements and priorities.
- Logistics and Legal Compliance: Setting up international 3PL logistics to provide fulfilment of product sourced from Chinese based factories, managing e-commerce regulatory requirements, contract drafting, and ensuring data security. Managing the 3PL.
- HR Management: Implementing a full 360 HR setup, including employment contracts, HR systems, mission and vision statements, KPI management, recruitment, and disciplinary processes. Fostering team development, mentoring, and motivation.
- Budget Management: Overseeing the finance department to manage budgets, build accurate forecasts, and identify areas for cost reduction without compromising quality or efficiency.

● Freelance Business Consultant

| Sep 2023 - Feb 2024

Hello! I'm an Operations Director with over 20 years of cross-functional experience in strategic development, logistics, finance, and technology. With a rich background leading teams in high-growth environments from D2C eCommerce to stock photography, I've been pivotal in turning vision into operational reality.

Why Work With Me?

Proven Track Record: Conceived, built and sold my own online business (Imagesource.com). Achieved \$10m in gross revenues.

Multi-Industry Expertise: Whether it's fashion eCommerce, stock photography, or enterprise-level technology platforms, I've navigated the intricacies of diverse markets.

Data-Driven Decision-Making: My approach is grounded in rigorous financial modeling and analytics, ensuring your business is set up for sustainable growth.

Strategic Mindset: From drafting contracts to restructuring companies, I excel at seeing the big picture and executing the finer details.

People-First Leadership: Created cultures of continuous improvement and implemented competitive employee benefits programs.

Looking to scale your business, improve operational efficiency, or navigate a complex project? Contact me to discuss. Great rates, communication and professionalism. UK based with wide experience working internationally in EMEA, China and US.

● Director Of Operations

REGALROSE JEWELLERY LIMITED | Dec 2021 - Sep 2023

RegalRose is a British born eCommerce jewellery retailer, with over a decade in the industry. Our journey has been extraordinary, celebrating exceptional growth with over 100% increase in sales YOY over the last 3 years.

We're passionate about business and focused on the importance of detail & optimising processes, for scalability and to ensure our customers get the ultimate shopping experience.

- Responsible for working with the founders to develop strategic plans, streamline for growth and optimise productivity.
- Leading the operational teams including Finance, Buying and Merchandising, Fulfilment and Logistics, QC and CX, HR, Office management, Supplier relations and management.
- Managing business operational costs, engaging with vendors, and identifying new business opportunities.
- Mentoring and coaching department managers to improve business functions and achieve business goals by bringing an entrepreneurial nature and vision.
- Directing business functions to manufacture products to the highest standard, fulfilling orders within SLAs, maintain relationships with vendors and clients, generate new business, increase staff productivity, ensure sustainability, communicate, and meet business strategic objectives.
- Implementing and driving cross-functional KPI and values reporting and procedures.
- Managing all key projects including HR strategy, e-commerce optimisation, localisation of functionality for International customers, new product launches, Supplier SLA agreements,
- Financial modelling and forecasting.



● Co-Founder and strategic advisor

Harris and Erel Art | Mar 2020 - Mar 2022

Harris and Erel art is an online gallery working with fine artists to montise their work in multiple ways through retail sales, print distribution, merchandising and licensing.

My role is to support the Managing Director on company set up, content strategy, DAM's, finance, legal, marketing, team development and sales operations.

Site launched in June 2020.



- **Business Development Director and Vice President
Brand, Film and Imaging Division**

Eastman Kodak Company | Apr 2018 - Feb 2020

Working for one of the worlds best known brands, managing a range of early state projects including Kodakone, a blockchain based copyright compliance platform and the relaunch of the Kodak e-commerce retail platform. Position made redundant in Feb 2020

- **VP Artist Relations**

Getty Images | Jan 2001 - Jan 2006

Jan 2001 – Jan 2006 | GETTY IMAGES Vice President – Photographer and Filmmaker relations –UK

- Lead spokesperson: chief spokesperson to the global Photographer and filmmakers communities, unions and associated press and media. Developed policy, content creation and management of global artist relations team.
- Content acquisition strategy: Working in collaboration with VP Creative to drive content creation and submissions in line with customer needs and strategic objectives.
- M&A: Collaborated with other key staff on merger of all acquisitions focusing on integration of Artist systems including finance, content management and contractual relationships.
- Innovated new business models: improving content range and pricing tiers for customers.

Education & Training

2018 - 2018 ● **Saïd Business School, University of Oxford**

Saïd Business School,

1993 - 1996 ● **University of Westminster**

BSc,