



Clodagh Breen

Manager, Account Management at 1stdibs.com

Stamford, UK

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Languages

English (Native)

About

Meticulously organised and data driven professional, skilled in cultivating strong and enduring relationships with both internal and external stakeholders; at all levels. An effective project manager, with a track record of boosting revenue and maintaining business in a strategic manner.

BRANDS WORKED WITH

1stDibs

Experience



● Manager, Account Management

1stDibs | Feb 2020 - Now

- Built and led a team of 8 International Account Managers who successfully retained and grew on-platform supply at a rate of 25% YoY, contributing to regional revenue growth of 18% YoY within Art, Design, Jewellery & Fashion.
- Designed and implemented streamlined workflows and ambitious targets for the Account Managers, fostering a consistent seller experience that empowered our partners to optimise their sales potential such as, quarterly business reviews for all top tier accounts.
- Project managed revenue-based initiatives cross-functionally, for example the planning and execution of a subscription increase, concluding in 90% account retention and additional yearly revenue of over \$5mil.
- Collaborated with the Supply Operations team to build dynamic and insightful reporting within Salesforce and Looker for my team, resulting in a 20% surge in their productivity.
- Championed global strategies aimed at enhancing buyer conversion rates, fostering a comprehensive understanding across multiple departments and curated feedback to Executive level to drive continuous improvement sitewide.
- Partner engagement remained a personal priority therefore I maintained a small book of key accounts including our flagship seller who generated over \$8mil in yearly revenue.
- Adeptly conducted contract negotiations with our strategic partners and delivered comprehensive feedback on the programme to drive impactful vertical and regional specific decisions across the organisation, such as in-platform localised language tool updates



● Team Lead, Account Management

1stDibs | May 2019 - Feb 2020

- Managed a dynamic team of 4 Account Managers to consistently achieve and exceed KPIs directly related to our account's commercial success on-platform.
- Worked with our Marketing team to build impressions-led campaigns such as, Pride Month.
- Regular international travel to meet with our partners to affirm targets and drive online growth, as well as virtual webinars and in-person events.
- Sustained an impressive portfolio of 150 global accounts who generated over \$2.5mil in yearly revenue.



● Account Manager

1stDibs | May 2017 - May 2019

· Strategically collaborated with over 300 international accounts including Art, Contemporary and Antique Galleries, with the goal of ensuring our sellers achieve the utmost from their e-commerce accounts.

· Used data software Looker to plan and execute supply projects with individual sellers, focussing on partners without a strategy and a large upside potential, depending on current site inventory trends taken from Google Analytics.

· Educated accounts on the ever-updated tools available to them via the platform, to further engage and motivate.

Education & Training

- **Bourne Grammar School**

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