



Claire Taylor

Wellness | Beauty | Lifestyle -
Consultant, Commercial Director

Manchester, UK

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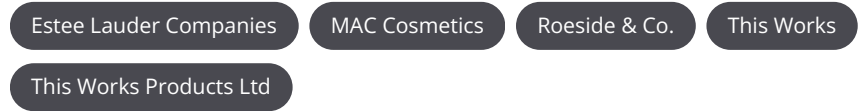
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About

Sales Director with global experience across premium Skin, Fragrance, Makeup and Wellbeing in core and niche beauty brands, including developing CBD market. Leads multidisciplinary teams across trade marketing, operations, sales, product and commercial training.

BRANDS WORKED WITH



Experience

● Commercial Consultant

Roeside & Co. | May 2023 - Now

My mission is to help you achieve your distribution, new business, and organic growth goals via differentiated and effective solutions for your business and its diverse consumer needs.

I offer 20+ years experience working with Global Brands, core and niche, in premium beauty across multiple channels; and including skin, fragrance, colour, and wellbeing sectors. I specialise in development and execution of wholesale and retail sales strategies, retailer relationships and joint business plans, and expansion into new markets and channels.

- Strategic sales
- Retailer partnerships
- Commercial negotiations
- Distribution and go to market strategy



● Director, UK Sales and Global Travel Retail at This Works Products Ltd

This Works | Oct 2021 - Apr 2023

● Head of Sales UK, This Works

This Works Products Ltd | Feb 2019 - Nov 2021



● National Sales Manager, Key Accounts MAC Travel Retail; UK, Ireland

MAC Cosmetics | Jul 2014 - Feb 2019



● Regional Manager, Retail Operations MAC Travel Retail, Europe and Tel Aviv

MAC Cosmetics | Dec 2009 - Jul 2014

● Account Coordinator, Clinique/Aramis and Designer Fragrances, Middle East and Indian Subcontinent

Estee Lauder Companies | Oct 2004 - Dec 2009

● National Account Coordinator, Clinique. UK

Estee Lauder Companies | Mar 2003 - Oct 2004

Education & Training

1996 - 1999 ● University of Liverpool
BSc,