



Stephanie Brown

Client Relationship Manager

Australia

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Languages

English (Fluent)

French (Basic)

About

I'm a dedicated B2B professional with extensive experience in managing client relationships, sales, and business development. My background includes roles at DesignByThem, The Local Project, Broadsheet Media, JARDAN, and Hub Furniture Lighting Living, showcasing my expertise in customer engagement and product promotion. I am also a certified Pilates instructor.

BRANDS WORKED WITH

DesignByThem

The Local Project

Broadsheet Media

JARDAN

Hub Furniture Lighting Living

Breville Australia

W. Short Hotel Group

Experience



● Client Relationship Manager - NSW and ACT

DesignByThem | Aug 2023 - Now

New and existing business development between NSW and ACT interior designers, architects, project managers and contractors. Regular meetings and presentations required to oversee projects, and also promote new products. Brainstorm and execute events to engage clients, including intimate supper club "DBT Supper Social".



● Partnerships and A&D Relationships Manager

The Local Project | Feb 2023 - Jun 2023

Dual role working within Partnerships and Editorial teams. Partnerships - Responsible for key accounts and their annual digital media campaigns, including Eco Outdoor, CULT and Fyber. A&D Relationships - Worked alongside the Editorial team to uncover new projects we could produce content digitally, via print or video. Building rapport and strengthening relationships with interior designers and architects was paramount.

● Sales & Partnerships Manager

Broadsheet Media | Apr 2022 - Jan 2023

Account manager of key media agencies, including Publicis, Carat, Dentsu and Initiative. Required to strengthen relationships with media buyers, ideate and creatively respond to briefs and attend events.



● Business Development Manager

JARDAN | Sep 2019 - Apr 2022

Account manager of 250+ interior design and architecture firms in NSW and ACT. Based in the showroom and on-the-road, the role involved presenting product to clients, reviewing new projects and creating proposals to meet their budget and FF&E requirements. Travelled regionally quarterly to Newcastle and South Coast areas beyond Sydney.

● Project Sales Consultant

Hub Furniture Lighting Living | Nov 2018 - Aug 2019

- Account manager of 260+ Sydney-based A&D clients
- Required to build and sustain rapport
- Generate leads into sales
- Achieve KPI's and hit bi-monthly targets
- Client engagement (7x meetings per week)
- Stay attuned to A&D industry trends
- CRM administration (Salesforce)
- Liaise with international suppliers (including Molteni & C, Moroso, Michael Anastassiades)

● Sales Co-Ordinator

Hub Furniture Lighting Living | Dec 2017 - Oct 2018

- Direct support to showroom-based Sales Consultants
- Visual merchandising of product, as per Head Office guidance
- Responsibilities included providing quotes, tracking ETAs, maintaining the CRM (Salesforce), liaising with clients face-to-face, over the phone and via email, coordinating with international suppliers (across Europe and America)

- **Outbound Territory Manager**

Breville Australia | Jun 2016 - Nov 2017

- Responsible for 150 regional stores across regional QLD, SA, NT and WA
- Liaised with franchisees and store managers regarding Breville, Kambrook and Phillips products, including promotions, point-of-sale material, stock availability, ETAs and faulty goods
- Present at inter-state supplier conferences (Betta, Bi-Rite and Leading Appliances)
- Administration of sales portal Vision and data portal Krunchbox

- **Bar Attendant**

W. Short Hotel Group | Oct 2014 - Jul 2015

- Bar & Gaming attendant (RSA and RCG required)
- Worked alongside a large team of staff, across Public Bar, Botanical bar and TAB
- Duties included serving food and beverages, overseeing bottle shop, operating cash registers, changing beer kegs, attending TAB gaming room, assisting in opening and closing of the venue

Education & Training

2023 - 2024

- **Pilates International Training Centre**

Professional Matwork and Reformer + Small Apparatus Instruction Pathway, Mat + Reformer

2015 - 2016

- **Københavns Universitet - University of Copenhagen**

Exchange Semester, Anthropology

2013 - 2015

- **University of Sydney**

Bachelor of International and Global Studies, Government and International Relations + Anthropology

2010 - 2011

- **Mackillop Senior College**

Years 11-12, ATAR: 95.65