



# Kim Master-ton-Smith

Business Development Director | RTW & Accessories | Sustainability Advisor | Sourcing | Retail Buying | Production | Digital

📍 London, UK

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## Languages

- English (Native)
- Italian (Fluent)
- Spanish (Fluent)
- French (Basic)



## About

A Global Sales & Business Development Director with a demonstrated history of leading the creation, development, management and marketing of luxury & contemporary brands. Skilled in Product Development & Distribution Channel Strategies to increase profitability, maximize growth and profit by creating compelling product portfolios. I have solid and successful business development experience for medium-large sized companies, international product and sales management, operations, sustainability & marketing. I specialize in building companies' short and long-term growth strategies, leading companies' reorganization and turnaround, and achieving financial targets, and long term international visibility. Highly passionate, committed and results-driven with a problem-solving attitude. As a team builder, I have a solid ethic and camaraderie. I am experienced in working in a fast-paced, deadline-oriented environment and led teams through tough times.

### BRANDS WORKED WITH

- Brandhandled
- Costarellos
- Hussein Chalayan
- OSMAN
- PG
- Seletti Concept Store

## Experience

- **Director of Business Development**  
Brandhandled | Aug 2023 -  
Sourcing & Production solutions
- **Buyer**  
 Seletti Concept Store | Aug 2023 -  
BUYING | SOURCING | PRODUCTION
- **Global Sales Director**  
 Costarellos | Apr 2022 -
- **Director of Business Development & Global Sales**  
PG | Apr 2021 - Mar 2022
- **Global Sales Director & Head of Business Development**  
Hussein Chalayan | Nov 2018 - Jun 2021
- **Commercial Director**  
OSMAN | Jan 2016 - Jan 2018

## Education & Training

- **CBS Executive Fonden**  
Sustainable Fashion,
- **Future London Academy**  
Business and Workplace Ethics in the Fashion Industry,
- **Victoria**  
BA, English