

## umbrellabrand: Sue Fabian, General Manager, Biography

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Sue Fabian began her illustrious career in retail as a consultant working behind the counter for **Estee Lauder** companies. A position she feels that everyone working in the industry should fulfil at least once. “This is where it all happens it’s where you learn the trade,” says Sue.

During the next 6 years Sue moved up through the ranks of Lauder to become an account executive looking after 44 stores from Scarborough to the M25.

Then in 1988 she was poached by a young American fashion designer who had just entered the UK. Sue would spend 8 years with **Calvin Klein** helping to grow his UK business from £3million to £50million and spearheading the biggest fragrance launch of all time, CK One.

In 1996, she left her position as General Manager for Calvin Klein to take on her most challenging role to date, growing the Japanese brand **Shiseido**. Over the next 4 years she would be instrumental in helping the brand establish itself in the UK, host the Shiseido Museum in association with Selfridges and halt traffic with a show stopping ad campaign on the A4.

In 2000 Sue took a 2 year hiatus from retail to follow her passion in botany and horticulture. However, in 2002 she was wooed back to the shop floor by **Harvey Nichols**, who was opening a new store in Edinburgh. It was an easy yes for Sue who lives in Scotland. Sue oversaw the launch and ran the ground floor. She was responsible for cosmetics and fashion accessories.

She would then be poached for the third time in her career and join **Jenners (the Harrods of the North)**. Here she would stay for the next 3 years as buying controller, running a team of cosmetics, fashion, fashion accessories and lingerie buyers. She would also be responsible for all the concessions within her departments and introduced the apothecaries on the ground floor.

After Jenners was bought by **House of Fraser**, Sue moved to **TK Maxx** for a short spurt as a skincare buyer and then to her last brand role as Head of Wholesale for **Neals Yard Remedies**.

Today Sue uses her incredible expertise and experience in her latest role as General Manager of **Umbrella Brand**, a consultancy that helps owners of growing brands to achieve their retail vision.

[www.umbrellabrand.co.uk](http://www.umbrellabrand.co.uk)