

# CARMEN HIDALGO

## TALENT, PRODUCT

### CONTACT

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London, England

### SKILLS

- Relationship Building
- Online Headhunting
- 360 Process Management
- Bullhorn CRM
- Microsoft Office
- Adobe Creative Cloud

### EDUCATION

#### Fashion Design

#### CSDMM

2013-2017

#### Fine Arts

#### UCM

2011-2016

### LANGUAGES

Spanish

English

French

### PROFILE

Ex Fashion Designer and Wholesaler. I started working in fashion 8 years ago while studying and moved to London because of my passion for that world. Worked in some major brands and realised the fashion industry wasn't for me.

I love creating and engaging in new relationships and really enjoyed the positive impact we made on a few new brands. Because of this, I realised the way for me to keep making this impact and working in the technology industry was only through talent.

### WORK EXPERIENCE

#### Talent, Product Specialist

Scene April 2022 - Present

- Product Specialist within Fintech, PropTech, Tech for Good, E-commerce and Climatech across UK and US
- Managed the end-to-end recruitment process, sourcing, screening, and interviewing candidates for roles predominantly within the technology sector
- Collaborated closely with hiring managers and technical teams to understand skill requirements, ensuring the successful placement of candidates in alignment with project goals
- Conducted market research to understand the competitive landscape of the industry and identify disruptive trends in the technology job market.
- Collaborated with HR and legal teams to ensure seamless offer extension and acceptance processes, as well as simultaneously managing salary negotiations.
- 16 days average time to hire
- DEI member n2, scaling the team to 7 people
- Maintaining relationships with hirings allowing me to get exclusivity on 2 key accounts for the business
- Achieved 161k revenue in my first 16 months of recruitment

#### Fashion Consultant

Freelance Wholesale & Design 2017- April 2022

##### WHOLESALE 2017

- Started as a Wholesale Assistant in Armani, specialising in Emporio. Assisted in the management of key accounts such as Selfridges, Liberty...
- Responsible for the submission of every order of Emporio
- Researching new potential customers
- Market Analysis and presentations

##### WHOLESALE 2018 -2020

- Wholesale Executive working in Burberry.
- Account management of 5 Womenswear small and medium accounts
- Average 1.1M per season
- Market research and the main point of communication with South European accounts
- Training of 2 assistants

##### WHOLESALE 2020-2022

- Wholesale Freelancer for Breakfast International
- 360 account management of loanes, Situations and Carlota Barrera
- Market research, positioning and branding of contemporary brands
- Establishing long-term relationships with key marketers
- Support of PFW and LFW showroom organisation
- Average order of 55k