

SUE FOX

President

The Estée Lauder Companies UK & Ireland

Sue Fox is President, The Estée Lauder Companies (ELC) UK & Ireland. Sue has led the company's second most established market since January 2020, when she initially joined the region as Senior Vice President/General Manager, ELC UK & Ireland. Sue oversees all the UK & Ireland region's brands and reports directly to Peter Jueptner, International Group President, ELC.

Sue has spent 30 years at ELC and continuously raises the bar for excellence in setting new strategic ambitions for the business in highly-competitive markets. Prior to moving to the UK, Sue served as General Manager of ELC's Japan Affiliate and successfully drove the business in one of the most strategic and demanding consumer markets globally. During her time in Japan, she oversaw five consecutive quarters of net sales growth by focusing on emerging trends across categories, channel segments and demographics.

Sue has also led Travel Retail EMEA, based in London, achieving a number of "firsts" including the company's first ever traveller influencer day, opening a multi-branded ELC door in Abu Dhabi and contributing to the profitability improvement of key Travel Retail EMEA accounts. Before that, Sue successfully led the South Africa affiliate for 10 years, where the business grew substantially, further expanding in the South Africa market and pioneering the company's presence in the Sub-Sahara markets. She also has experience across the company's Asia Pacific and North America regions and affiliates.

Over her career she has become well-known for her deep commitment to developing diverse talent and capabilities, and for her work driving effective Citizenship and Sustainability programmes. She is a results-driven, transformative leader possessing the strategic global business acumen and expertise to navigate today's shifting landscape. Sue was born in Jamaica. She holds an honours degree from the University of Leeds.