

Sara Davies MBE

Founder of Crafters Companion and TV Presenter

Sara Davies MBE is the founder and creative director of Crafter's Companion. She was born in Coundon to entrepreneurial parents, Frank and Susan, and today lives in County Durham with her husband Simon and her children, Oliver and Charlie. Sara established Crafter's Companion while studying for a Business Management degree at York University. During a placement at a small craft company, she spotted a gap in the market for a tool that could create bespoke envelopes for handmade cards. With help from her retired engineer father, Sara designed and launched a ground-breaking craft product called The Enveloper. After securing a slot on TV shopping channel Ideal World, The Enveloper became an instant hit, selling 1,500 in the first ten minutes and 30,000 units within six months of the initial demonstration. This demand led Sara to develop her first line of innovative products for the craft market. She left university with a first-class honours degree and a business turning over half a million pounds. Today, Crafter's Companion is a household name in the industry. It has expanded its range of papercraft products to include sewing and needlecraft items, in addition to its own brand of art materials, Spectrum Noir. The company designs, manufactures and sells its craft-related products to customers across 40 countries and employs more than 200 people worldwide. It continues to celebrate its North East roots, with a head office, warehouse and store in County Durham, and has established stores in Chesterfield and Evesham. Crafter's Companion also has a US head office and warehouse in Corona, California. Crafter's Companion has appeared in the Sunday Times' SME Export Track 100 list four times. It ranked at number 73 in 2019, 31 in 2018, after experiencing 72% year-on-year-growth in export sales, 52 in 2017 and number 26 in 2015. To date, the business has proudly collected more than 25 awards for the company's achievements and for Sara's accomplishments as an entrepreneur, in addition to a multitude of craft industry awards for its innovative craft products. These include the Ernst & Young UK Emerging Entrepreneur, Shell Livewire Young Entrepreneur, Women of the Future Award and the Stevie Women in Business award for Young Entrepreneur, as well as International Business of the Year at the Federation of Small Businesses Awards. Sara has also been recognised in the 'Who's Who of Britain's Business Elite' and CNBC's UK's 'Top Ten Brilliant Entrepreneurs' and received the Creative Entrepreneur of the Year at the Great British Entrepreneur Awards. In 2016, Sara was presented with an MBE in the Her Majesty's Birthday Honours List, for services to the economy. Sara regularly features on the Create and Craft TV channel in the UK, in addition to the Home Shopping Network (HSN) in the US and QVC Germany. She was the founding Chair of the board of directors at the Craft Hobby Association UK, now known as the AFCA-UK, which complements her role on the board of the affiliate US chapter. The entrepreneur is passionate about championing women in business, mentoring and the North East of England. Most recently, Sara was named as the youngest entrepreneur to join BBC Two's Dragons' Den.

