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'Making the right choices' ... colour consultant Andrea Long

It's all hues need to know

always loved doing interior design and originally went to ISCD to study that but I absolutely loved the first foundation year and had a slight change of heart. The school is renowned for teaching colour so I decided I would do the colour course in my second year. Halfway through the second year I started my company and it just snowballed.

Did previous skills transfer to your new role?

Yes, having worked in advertising and in sales helped enormously, because when I started out with the business I found I knew how to sell myself and I think it gave me an edge.

What advice would you give to anyone wanting to follow in your footsteps?

Really listen to your clients and to what their needs and wants are. Get out and practise on all of your friends and do as many jobs as you can for free and just learn by your mistakes.

Anyone who goes through ISCD will agree that you form this amazing network of people and you can always call on someone who has knowledge in an area you may not have knowledge in. I've also learned to trust myself a lot more and I think that's something that comes with experience.

What's been your most satisfying job so far?

I would have to say China. It was probably the most challenging job I have done for lots of reasons, one of them being the language barrier. Yes, I had an interpreter but I was down in southern China in the middle of nowhere, in a big industrial area. I purchased a four-bedroom, four-bathroom apartment with unrendered walls in a big security block and I had to renovate it in two visits in lots of 10 days and it was almost unachievable.

SARINA TALIP