

- **10+ years' distinguished track record in leading fast-paced, high-end apparel operations**, while promoting change, profitability, and continued growth; and maximizing productivity, efficiency, and quality.
- Experienced in logistics, production, systems, and operations management for both men's and women's.
- Oversaw supply chain management and production planning; **planned production worldwide**.
- Managed **distribution, logistics, and customer service/sales departments** for three companies.
- Consistently achieved performance goals in logistically-complex environments; worked with companies with annual revenues in excess of \$600 million.
- Successfully directed logistics/imports/exports for \$200 million wholesale business.

Proficiencies

Operations Leadership
Strategy/Process Development
Import/Export

P&L/Budgeting/Finance
Staff/Team Mgmt./Training
Sales/Customer Service

Logistical Supply Chain Mgmt.
Production Planning
JIT/Productivity Maximization

Executive Summary

Executive leader with a strong background in high-end fashion apparel operations. Demonstrated abilities in achieving performance goals within established budgets and P&L targets by optimizing resource use. Championed strategic planning initiatives for three subsidiaries. Improved customer service. Established relations with key players, strategic partners, clients, banks, etc. Led growth-focused, cost-saving, negotiations for leases, bank agreements, warehouse contracts, factory/trade financing terms, freight rates, etc.

Professional Profile

VICE PRESIDENT OPERATIONS

XYZ Apparel, New York, NY

2002–Present

Men and Women's wear Designer/Importer/Wholesaler/Licensed Corporation with over \$800 million in wholesale sales.

Spearhead overall corporate operations (for three affiliated companies), including production planning, international/domestic logistics, freight forwarding, US Customs compliance, imports, exports, warehousing, inventory control systems, trade finance, accounts receivable, chargeback disputes/analysis, price/term negotiations, and bank factor compliance. Provide reporting: inventory designation reports, sales assignments, factoring approvals, audit management, and yearly financial reporting (to board of directors and parent company). Oversaw setup, implementation, service contracts, and support for inventory/EDI systems.

- Played lead role in **establishment, setup, and management** of operations (three companies).
- **Oversee staff of 26 direct reports** (16 men's wear and 10 women's wear).
- Effectively **negotiated leases** for showroom spaces in XYZ City. Successfully negotiated **warehouse contracts** with third party facilities in California, Florida, and New Jersey.
- Orchestrated negotiations and signing for **factor/asset-based lending agreements with banks** exceeding \$90 million for all three divisions; directly managed due diligence with banks.
- Accountable for **factory/trade financing term negotiations** with all third party factories; directly opened all **letters of credit**; negotiated credit lines with factories.

DIRECTOR OPERATIONS

ABC Group USA, New York, NY

1999–2002

Men's wear Designer, Fashion Importer, Wholesaler and Distributor with over \$30 million in revenues.

Oversaw production planning, inventory control systems, warehousing, international/domestic logistics, freight forwarding, and customs compliance. Managed staff of 29 (15 US and 14 Canadian) employees.

- Responsible for **oversight of customer service department**.