

Proven Manager: Apparel, Accessories, Fitness, Garment Manufacturing, Procurement, Product Development Sustainability

Self-directed and driven clothing accessories professional with comprehensive accomplishments leading product management, development, softline sourcing, production planning, shipping, and cross-functional teams to achieve goals. An innovative thinker with strong fashion, food, beverage, e-commerce, and retail store operation acumen. Demonstrated success in developing and executing plans in complex, fast-paced organizations. Recognized for implementing impactful strategies by analyzing the details to understand the competition, emerging trends, and supply chain relationships. Highly organized, creative problem-solver who excels at guiding teams through challenging projects. Expertise includes managing manufacturing contracts, budgets, products, and advising C-level executives.

• Apparel, Clothing Accessories • Fast-Fashion • Garment Manufacturing • Product Development, Management • Merchandising • Category Management • Private Label Branding • Consumer Products • Softlines & Hardlines • Retail Store Operations • Transportation • Logistics • Supply Chain • Inventory • Procurement • Asia, China Outsourcing • Pricing, Budget • Cost, Data, Trend Analysis • Sustainability • Technology • Collaboration • People, Vendor Management • Spanish Language

PROFESSIONAL EXPERIENCE

GMPC, New York, NY **2016-Present**
Designs and manufactures apparel and accessories for top brands in sports, urban, fashion, outdoor, and lifestyle industries.
Manager, Product Development/Management Fashion Accessories

- Oversee the highest-grossing account in the accessory division of private label hats, gloves, scarves, fitness, backpacks for client Target stores, and two staff.
- Manage product development samples by collaborating with design to source materials, analyze cost and forecast demand.
- Achieve profit growth and cost reduction by negotiating favorable terms with manufacturers in China, India, and Indonesia.
- Meet product delivery deadlines by managing production planning, logistics, supply chain, tracking, and import regulations.
- Ensure factories in Asia follow compliance standards for quality, sustainability, labor laws, and safety via onsite inspections.
- Obtain client approval through impactful written, verbal, and presentation communications.
- Travel to China to meet with factories to negotiate terms and costs.
- Awarded Employee of the Year and Product Developer of the Year.

David & Young, New York, NY **2014-2016**
Designs and manufactures apparel and accessories for major retailers such as Macy's and Nordstrom.
Production Manager, Fashion Accessories

- Supervised manufacturing of private label hats, gloves, scarves, outerwear, hair accessories for Amazon, Nordstrom, Kohls, and Target stores and two staff.
- Supplied products to clients on-time by managing production plans, logistics, supply chain, tracking, and import compliance.
- Managed product development, material procurement, manufacturing, labels, packaging, inventory, and vendor scorecards.
- Guaranteed initial mark-up and quality goals were met by negotiating contracts with manufacturers in China and Korea.
- Ensured factories in Asia follow quality, sustainability, labor laws, and safety compliance standards via onsite inspections.

Capelli New York, New York, NY **2011-2014**
Designs, manufactures and markets private label apparel accessories, jewelry, hosiery, footwear, rainwear, and sleepwear.
Assistant Manager, Fashion Accessories Production

- Supported manufacturing of private label hats, gloves, scarves, hair accessories, and outerwear for Walmart, Kohls, Nordstrom, Bloomingdales, Costco, JC Penney, and Target stores.
- Ensured on-time product development by collaborating with design to source materials, analyze cost, and forecast demand.
- Checked initial mark-up, due dates, and quality goals are met by negotiating costs and communicating with manufacturers.

Whole Foods Market, West Orange, NJ **2009-2011**
Grocery retailer of high-quality natural and organic products, with \$17B in revenue, 500+ stores, 90,000 employees.
Manager, Coffee Procurement/Buyer

- Supervised the store coffee category through the optimal assortment, shelf set plan, merchandising, price and marketing.
- Managed vendors on availability, distribution, delivery, and price; maintained purchase records and processed invoices.
- Validated that product sourced was certified as organic and met standards for sustainability and other quality factors.
- Exceeded profit margin and revenue targets, launched new products, and delegated tasks to team members.

Charlotte Russe, Paramus, NJ **2004-2008**
Provides value-priced apparel for young-minded fashionistas, express themselves through personal style at with 500 stores.
Manager, Visual Merchandiser

- Maximized sales by merchandising garments in the mannequin windows and store displays leveraging fashion trends.
 - Verified that apparel and accessories were displayed in high-traffic areas according to planograms.
 - Managed customer purchases, returns, exchanges, inventory, fitting rooms, and cash balancing as a store key holder.
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EDUCATION

BA, Bachelor of Arts, Fashion Marketing & Management, Berkeley College of New York City, 2009