

# Robert Smith

## Apparel Manager/ Supervisor

### CONTACT DETAILS

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### PERSONAL STATEMENT

The Apparel Manager researches the market, creates the apparel plans, guides product development, and achieves financial targets to ensure the growth and health of our business. This position will manage the Apparel, Pack, Bag, Accessory, and POP product lines for most of our brands.

### WORK EXPERIENCE

#### Apparel Manager/ Supervisor

ABC Corporation - December 2010 - February 2011

##### Responsibilities:

- Manage the product life cycle for key apparel groups with cross-functional partners, merchandise, design, and planning
- Own overseas product development and production of wovens and denim experience
- Maintain detailed calendars and costing tools
- Working closely with design
- Negotiate bulk costs with mills and factories
- Work closely with factories and logistics team to ensure timely delivery
- Create and allocate POs for new and replenishment orders

#### Apparel Manager

Delta Corporation - 2008 - 2010

##### Responsibilities:

- Managed a \$5 million department within a \$16 million store including all functions sales, operations, Staffing and training, shipment receiving and .
- Promoted from seasonal employee to Apparel Manager in 4 months.
- Ran the Nike apparel section and oversaw all apparel projects.
- Trained new hires.
- Manager of clothing department, including Wrangler, Carhartt, Under Armor, and other national brands.
- Duties include ordering, stocking, display, and all other aspects of the day to day operations of the clothing department.
- This department is one of the top-grossing departments in the store, and also among the approximately 80 other stores in the chain.

### Education

General Education - 2002(Foothill College - Los Altos, CA)

### SKILLS

Communication skills,  
Creativity.

### LANGUAGES

English (Native)  
French (Professional)  
Spanish (Professional)

### INTERESTS

Climbing  
Snowboarding  
Cooking  
Reading

### REFERENCES

Reference - 1 (Company Name)  
Reference - 2 (Company Name)