

CORY J. MANTHOU

Vice President of Operations, Sourcing & Manufacturing

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(Greater Philadelphia Area)



EXPERIENCE

Consultant / Principal

Fulcrum Targeted Sourcing

04/2019 - Ongoing Philadelphia, PA, USA

Boutique Consulting Firm specializing in Sourcing, Manufacturing and Operations for Start-Up Brands.

- Managing three clients providing guidance to optimize their manufacturing and operations.
- Creating SOPs to establish foundations for the brands to weather and thrive during accelerated growth.
- Identifying KPIs for each company and best practices to track them.
- Working with brands to create a culture of transparency in which employees are valued and respected.

Vice President of Operations, Sourcing & Manufacturing

KREWE du Optic, New Orleans Lifestyle Brand

04/2018 - 04/2019 New Orleans, LA, USA

www.KREWE.com

New Orleans-based lifestyle brand focusing on Eyewear, Accessories, Furniture and Home Fragrance. Sold in KREWE-owned B&M stores (5) and KREWE.com as well as through Neiman Marcus, Bloomingdales, Solstice and a variety of specialty stores and optometry shops domestically and internationally. - \$40M GS

- Helped grow brand from \$12M in 2017 to \$20M in 2018 and projected growth of \$40M for 2019.
- Increased gross product margins by 15% during tenure by diversifying suppliers and streamlining development and manufacturing processes.
- Expanded manufacturing base from 2 partners to 5 partners and on-boarded them to KREWE standards.
- Vetted and implemented ERP and PLM systems to better facilitate cross-functional information sharing and automate reporting. (NetSuite / WFX)

Director of Production, Sourcing and Operations

L&M Direct, LLC - Apparel and Accessories

01/2015 - 04/2018 New York City, NY, USA

www.lmdshowroom.com/

New York City-based Umbrella Company that owns a variety of Apparel and Accessories brands (FOLEY+CORINNA, ELLE & JAE, T-SHIRT & JEANS) as well as Licenses and Private Label Agreements in B2B and B2C Channels. Brands sold in Nordstrom, Bloomingdales, Shopbop, Target, JC Penney, Kohls, etc. - \$50M GS ('18)

Continued with FOLEY+CORINNA at L&M Direct after acquisition of the brand from Artisan House in 2015.

- Grew company from \$30M in 2015 to \$50M in 2018.
- Worked cross-functionally with multiple creative teams both internally and with customer's merchandising teams ensuring trends and brand standards were met.
- Transitioned 40% of production outside of China to India and Cambodia to both decrease import duty and achieve better pricing.

EXPERIENCE

Director of Production and Sourcing

ARTISAN HOUSE - Apparel and Accessories

📅 01/2012 - 01/2015 📍 New York City, NY, USA

New York City-based Holding Company with owned Contemporary Brands (FOLEY+CORINNA, L.A.M.B., CARLOS FALCHI, ISABELLA FIORE, DANIELLE NICOLE) in both B2B and B2C Channels. - \$100M GS

- Extensively traveled globally to establish vendor and factory partners increasing profit margins. (Asia, Europe and South America)
- Oversaw 3PL partners with ownership of inventory levels, allocation and shipping/packaging costs.
- Implemented company testing and QC standards across all partners to ensure highest quality and consistency over products.

Various Additional Roles in Production and Sourcing

Additional Employment History Available Upon Request

📅 2002 - 2012

CAREER ACHIEVEMENTS



Strategic Experience in both B2C and B2B Sales Channels

I uniquely have experience with a wide variety of channels; Company owned B&M Stores, E-Commerce, Luxury Retailers (Neiman Marcus, Saks 5th Avenue, Bergdorf Goodman, etc.), Big Box Retailers (Amazon, Target, Kohls, JCPenney, etc.), Club (Costco and Sam's Club), TV Commerce (QVC and HSN), and Specialty Boutiques / Specialty E-Commerce Retailers (Domestically and Internationally).



Accelerated Growth in Startup Environments

I have been able to thrive at young and rapidly growing companies helping to establish solid foundations while creating cultures that foster mutual respect between the management team and the rest of the employees.



Successful Track Record for Growing Product Margins and Increasing Company Profits

I have extensive experience in sourcing and lean manufacturing practices that I have used to boost profit margins and increase speed to market.



Success in Cross-Functional Leadership of both Managers and Individual Contributors

I have had the opportunity to successfully build and lead teams of both individual contributors and people leaders to identify and meet the needs of growing companies.

EDUCATION

Full Stack Coding Program

University of Pennsylvania

📅 2020 - Ongoing 📍 Philadelphia, PA, USA



Political Science

Western Washington University

📅 1999 - 2003 📍 Bellingham, WA, USA

