

PRODUCT DEVELOPMENT MANAGER

Summary

Innovative Product Development Â Leader with more than 11Â years working in cross-functional environments in the U.S. and abroad to strengthen product integrity and improve speed to market. Exceptional negotiation, written and oral communication skills.

Highlights

- Global and strategic sourcing
- Process improvement
- Quality assurance and control
- Cost and lead-time reductionÂ
- Natural leader
- Organized
- Unsurpassed work ethic
- Results-oriented

Accomplishments

- Achieved adoption rate of 65% compared to 50% brand average at URBN.
- Grew 60-90 day lead-time bucket by positioning piece goods for chase product at URBN.
- Slashed garment FOB costs by 10% over year prior at URBN.
- Formulated an inclusive new vendor on boarding manual reference guide for Target's Strategic Sourcing Department.

Experience

06/2014 to Current

Product Development Manager Nfi Industries 1/4 Barrington , IL

- Manage all phases of the development cycle from initial concept through fit approval and production hand-off. Â
- Oversee factory allocation and sourcing strategy.Â
- Evaluate prototype samples with an eye for critical aesthetic points and cost engineering opportunities, partnering with Tech Design in preparation for Design reviews.
- Conduct weekly design review meetings to ensure on-time delivery for key development and production samples.
- Reduced development charges by 30% by utilizing stock piece goods and trims for prototypes whenever possible.Â
- Consolidated current mill matrix down 20% to focus on strategic partnerships and cost leveraging through volume.Â
- Reduced production lead-time by 14 days to increase flexibility and speed to market. Â
- Introduced one new wash method per season and decreased wash costs by 10% over year prior.Â

10/2012 to 05/2014

Product Manager Impartner Inc. 1/4 Tamarac , FL

- Negotiated cost, product placement, and production for \$280 million women's denim business.
- Developed and implemented sourcing strategies to drive owned brand profitability and growth.
- Negotiated all final garment costs and improved profit margin by 0.5%.
- Devised and executed contingency plans to maximize flexibility and reduced production lead times by 10 days to enhance ability to react to sales trends.
- Created and managed long term country of production strategies that leveraged trade benefits, and country growth and exit plans
- Developed, communicated and monitored accurate factory projections and strategies.
- Collaborated with Quality Assurance Manager and factories to monitor and enforce company policies.
- Traveled overseas to evaluate and on board new factories for manufacturing.

09/2009 to 09/2012

Senior Product Development Manager Lumen Technologies 1/4 Woburn , MA

- Managed product development of the \$75 million apparel and accessories business and served as the main interface betweenÂ Design, Buying, Production and Guess global offices.
- Developed costing strategies and negotiated costs for raw materials that resulted in 0.25% IMU improvement.Â
- Managed development calendar to deliver precise prototypes and reduced sample lead-time by 7 days. Â
- Established and implemented product development sampling process and protocol for the company.Â
- Developed fabrics, trims and innovative washes. Â Â
- Traveled to overseas factories to evaluate and facilitate process improvement.
- Developed and trained the product development team to build collaborative relationships with cross-functional partners.

11/2008 to 09/2009

Product Development Manager Nfi Industries 1/4 Bartlett , IL

- Managed the research & development process; ensured all fabric, trim and wash approvals met calendar deadlines.
- Sourced fabrics and trim based on design concepts.Â
- Prepared line sheets for internal distribution and showroom/markets.
- Exceeded target margins and negotiated costing and lead times with vendors.
- Managed color approval and garment testing.Â

02/2008 to 09/2008

Denim Developer Rock & Republic 1/4 City , STATE

- Designed and developed innovative, trend-driven, customer appropriate washes and back pocket treatments.
- Partnered with multiple wash and embroidery facilities to create and maintain production standards.
- Ensured all washes, embroideries and trims met testing and quality standards and price requirements.
- Negotiated wash and trim costing and lead times with vendors.
- Completed bill of materials and technical packages.
- Researched global markets to identify new fabrics, techniques and trends.

11/2005 to 02/2008

Denim Development Coordinator Juicy Couture 1/4 City , STATE

- Partnered with Design to develop new washes for denim and non-denim product.
- Scheduled the development of wash standards at multiple domestic and overseas factories.
- Managed the denim research and development calendar to ensure all fabric, trim and wash approvals met development deadlines.
- Maintained denim wash, fabric and trim library.
- Issued purchase orders for sample fabric and trims.
- Partnered with the Testing Manager to ensure fabrics, trims and washes met company standards.

Education

October 2005

Bachelor of Arts : Apparel Manufacturing Management Fashion Institute of Design and Merchandising 1/4 City , State

Bachelor of Science : Environmental Policy and Behavior The University of Michigan 1/4 City , State

Skills

Proficient with Web PDM, PLM, MS Outlook/Excel/Powerpoint, Adobe Photoshop and Illustrator.