

PRODUCT DEVELOPMENT AND SOURCING MANAGER

Experience

Product Development and Sourcing Manager

January 2013 to March 2017 Maurice Sporting Goods 1/4 City , STATE

- Manage new product development by driving item and project time lines, specifications, costs, negotiations, packaging, shipping and manufacturer selection.
- Cultivate innovation through new product design, unique material selection and advanced manufacturing process.
- Point of contact between internal and external teams including: manufacturing, replenishment, shipping, distribution, quality, packaging, sales and marketing as well as the customer.
- Lead development of product lines, analyzing and identifying logistical / financial opportunities that will improve and / or reduce costs within the supply chain.
- Build, execute and manage cost negotiation strategy and source selections with global external manufacturers on product bids, focusing on optimizing our existing and new source selection considering cost, quality, reliability, capacity and compliance.
- Develop strategic business partnerships with domestic and overseas factories, identify network capacity needs based on cost, capacity and service levels to ensure item specification and on time delivery.
- Maintain a knowledge base of product cost driving factors such as: material market cost, currency exchange rates, duty rates, trade agreements, freight costs, packaging and general labor rates.

Product Development, Sales and Operations Manager

March 2010 to January 2013 Gamenamics Inc 1/4 City , STATE

- Managed all company product development from improving existing products to designing and creating new item concepts while ensuring an innovative and cost competitive approach.
- Sourced new suppliers and developed new relationships with key factories in China to negotiate pricing and quality.
- Worked with international suppliers and domestic licensing partners to create positive business relationships and maintain industry high performance standards.
- Responsible for analyzing market conditions, planning, forecasting and marketing company products at all stages of each product's lifecycle.
- Increased sales revenue 115%, by breaking into private label and licensed product lines.

Professional Services and Commercial Recruiter

February 2008 to March 2010 Aerotek Professional Services 1/4 City , STATE

- Provided staffing assistance on permanent to project based positions within administrative, accounting, sales, marketing, public relations, human resources, customer service, project management and manufacturing fields.
- Sourced high quality and ideal candidate profiles for clients with open employment opportunities.
- Consistently ranked as the top recruiter within the office for total revenue generated each week.

Logistics Executive

January 2005 to February 2008 Target Corporation 1/4 City , STATE

- Managed a day to day 24-hour logistics process consisting of 50 to 80 diverse team members.
- Oversaw and executed the logistics for new and remodel store set ups.
- Maintained a top performing logistics process for the company through execution of new in store product flow programs.

Education and Training

Bachelor of Arts Degree : Communications Business and Marketing , May 2006 Western Illinois University 1/4 City , State Communications Business and Marketing Vice President of Lambda Pi Eta National Honors Society, Resident Assistant, Peer Ambassador, Campus Tour Guide and held positions at the Campus Clearing House and Admissions Office.

Skills

accounting, administrative, approach, competitive, clients, customer service, delivery, designing, driving, financial, forecasting, human resources, innovation, logistics, manufacturing process, analyzing market, marketing, market, material selection, exchange, Office, negotiation, network, new product development, packaging, pricing, product design, development of product, product development, project management, public relations, quality, recruiter, sales, shipping, specification, staffing, strategy, strategic, supply chain, unique