

## Head Of Production – Operation

Satyawan Patra

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### EXECUTIVE SUMMARY :

HIGHLY SUCCESSFUL APPAREL INDUSTRY MANAGER, BRAND BUILDING, MANUFACTURING, INTERNATIONAL EXPERIENCE. HANDS ON, RESULTS ORIENTED, INSPIRATIONAL LEADER KNOWN FOR MOTIVATING PEOPLE TO GIVE THEIR BEST TO ACHIEVE UNPRECEDENTED RESULTS.

FOCUSED SUCCESSFUL IN CONTRACT NEGOTIATION AND PROCESS IMPROVEMENT. REMAINS CALM AND POISED EVEN IN HIGH-PRESSURE SITUATIONS. LEVERAGES IN-DEPTH KNOWLEDGE OF INDUSTRY TRENDS AND SHIFTS TO OFFER VALUABLE INSIGHTS ON OPPORTUNITIES FOR NEW GROWTH AND EXPANSION. ADEPT AT EXAMINING CURRENT BUSINESS FUNCTIONS AND IMPLEMENTING MANUFACTURING TOOLS THAT REDUCE COSTS AND IMPROVE EFFICIENCY.

### Career milestones :-

HOLDS THE MERIT OF PERFORMING VARIOUS WORKING / VISIT TO VARIOUS COUNTRIES LIKE GERMANY, HONG KONG, CHINA, DUBAI, BANGLADESH, MACAU, NEPAL, MALAYSIA ETC.....

BAGGED OUTSTANDING AWARD FOR EXTRAORDINARY WORK IN 2006 AND BEST BRAND AWARD IN 2006

I'VE BEEN INVOLVED INTO INTERNATIONAL AND RETAIL, APPARELS AND FASHION INDUSTRY TO TAKE CARE OF THE BUSINESS CHANNEL LIKE INTERNATIONAL BUYER GENERAL BUSINESS, B2B, RETAILS STORES AND KEY ACCOUNTS SALES OF VARIOUS PRODUCTS LIKE WOVEN AND KNITS ALSO WORKED FOR THE BELOW MENTIONED

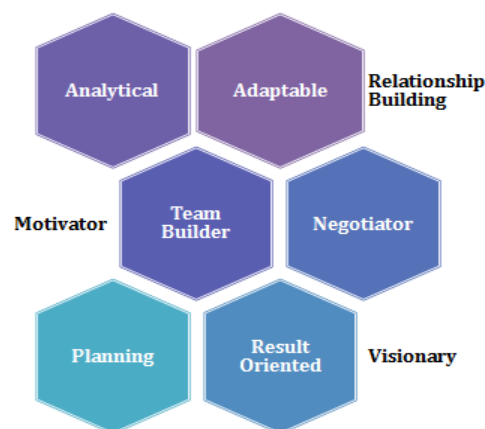
### CUSTOMER AND PRODUCTS :-

<u>CUSTOMER</u>	<u>CUSTOMER</u>	<u>CUSTOMER</u>	<u>PRODUCT</u>	<u>PRODUCT</u>	<u>PRODUCT</u>
DIESEL	ASOS DESIGN	FARM RIO	SWEATSHIRTS	STATEMENT DRESSES	WALLETS
DOLCE AND GABANNA	NIKKIE	CHICO'S	SWEATERS	SHARP SEPARATES	BELTS
CELINE	NEXT	KENSIE	JUMPSUITS	DIRECTIONAL DENIM	TRIMMERS
BURBERRY	KAREN MILLEN	VINCE	T-SHIRTS	PARTY WEAR	CAPS & HATS
KENNETH COLE,	DAMSON MADDER	CLARE V	SPORTS WEAR	DESIGNER GOWNS	HANDBAGS
HEINE	LIEWOOD	APOLINA	SWIMSUITS	CASUAL SHIRTS	BELTS
OTTO	ANTHRO	MESTIZA	ACTIVE T-SHIRTS	FORMAL SHIRTS	CASUAL SHOES
TOMMY HILFIGER	FREE PEOPLE	RUSTY	TRACK PANTS & SHORTS	JACKETS	SPORTS SHOES
PEPE JEANS	URBAN UK / US	VOLCOM	JACKETS & SWEATSHIRTS	BLAZERS & COATS	FORMAL SHOES
WOOLWORTHS ABERCROMBIE & FLI...	COVER STORY	H&M,	TUNICS	SUITS	SNEAKERS
RIVER ISLAND	JOSS V	ZARA , TENTATION	TOPS	RAIN JACKETS	SANDALS & FLOATERS
LIVERPOOL	LOLLY LAUNDRY	BANANA REPUBLIC	T-SHIRTS	JEANS	FLIP FLOPS

STEVE & BERRY	HOSS	POINT ZERO	MUFFLERS, SCARVES & GLOVES	CASUAL TROUSERS	SPORTS ACCESSORIES
QUICKSILVER	JOSS V	JC PENNEY	CAPRI , CARDIGANS	FORMAL TROUSERS	SCHOOL BAG ,
ECKO RED	ALL SAINTS	PAPILLION INC.	WORK WEAR	SHORTS	TRAVELS BAG ,
PIN POINT	LE LIS BLANC	BRAVE SOUL , COTTON CLUB	CORPORATE WEAR	TRACK PANTS & JOGGERS	OFFICE BAGS ,

## **CORE COMPETENCES**

- BUSINESS & STRATEGIC MANAGEMENT / TEAM & OPERATIONS MANAGEMENT / COST CONTROL AND BRAND PROMOTIONS ETC.
- PROFICIENT IN APPRAISING PREVALENT PROCESSES, IDENTIFYING LOOPHOLES IF ANY AND UNDERTAKING RESULT-ORIENTED MEASURES FOR ALLEVIATING THEM AND DOCUMENTING THE SAME
- PROVEN ABILITIES IN STEERING THE SUCCESSFUL ROLLOUT OF OPERATIONS WITH ACCOUNTABILITY OF DEFINING SCOPE, SETTING TIMELINES, ANALYZING REQUIREMENTS AND PRIORITIZING TASKS AS PER PRE-SET BUDGETS
- EXPERIENCED IN ENSURING COMPLIANCE TO MEASURES BY MAINTENANCE OF APPROPRIATE DOCUMENTATION/ RECORDS
- EXPERTISE IN DEVELOPING & STREAMLINING SYSTEMS, ENHANCING THE OPERATIONAL EFFECTIVENESS & MEETING OPERATIONAL GOALS WITHIN THE COST, TIME AND PARAMETERS. INSTRUMENTAL IN SETTING-UP THE SUPPLIER PROCESSES FOR METALLURGICAL PARAMETERS AND ENSURING THE SUSTENANCE THROUGH PROCESS ACTIVITIES
- DEMONSTRATED EXCELLENCE IN OVERSEEING WORK STUDY, TECHNOLOGICAL & SYSTEM IMPROVEMENT, COST REDUCTION, ETC. RELATED FUNCTIONS
- AN EFFECTIVE COMMUNICATOR WITH STRONG LEADERSHIP, DECISION MAKING, ANALYTICAL AND PROBLEM SOLVING SKILLS
- WELL VERSED WITH VARIOUS CONCEPTS OF QUALITY SYSTEMS & IT IMPLEMENTATION RELATED IN GARMENT INDUSTRY PATTERN GRADATION, CUTTING, STITCHING, INTERPRET BUYER'S COMMENT, CORRECT PATTERN, BUYER COMPLIANCE, FACTORY EVALUATION, GARMENT CONSTRUCTION, APPAREL MANUFACTURING WITH EMBROIDERY & PRINTING, DESIGN TECHNIQUES, TOOLS & PRINCIPLES, THAT PRECISION TECHNICAL PLAN, DRAWING & MODEL, ETC....
- HANDLING PLANNING, SCHEDULING & MANAGEMENT OF PRODUCTION AND ENSURING COMPLETION OF ASSIGNMENTS WITHIN COST / BUDGETARY PARAMETERS.
- LEADING THE MANUFACTURING ACTIVITIES INVOLVING PREPARATION OF PRODUCTION PLANS, ESTABLISHING PROCESSES, STREAMLINING WORKFLOW AND CREATING TEAM WORK ENVIRONMENT TO ENHANCE PRODUCTIVITY.
- DIRECTING ACTIVITIES WITH ACCOUNTABILITY OF STRATEGIC UTILIZATION OF AVAILABLE RESOURCES & MACHINE LOADING AS PER PRE- SET SCHEDULES; DEVELOPING REVENUE & CAPITAL BUDGETS FOR EXCELLENT TECHNICAL SERVICES.
- LOOKING AFTER ENTIRE GAMUT OF MANAGEMENT ACTIVITIES INCLUDING MONITORING OPERATIONS AND LIAISING WITH VENDORS & WORKSHOP FOR TIMELY PROCUREMENT OF VARIOUS ITEMS.
- OVERSEEING COMPLETE PRODUCTION RELATED ACTIVITIES IN COORDINATION WITH INTERNAL & EXTERNAL DEPARTMENTS.
- ENSURING ADHERENCE TO MAINTAINING ALL RELATED DOCUMENTS AS WELL AS PRACTICING THE QUALITY STANDARDS WITH KEY EMPHASIS ON IMPROVING QUALITY AND IMPROVEMENT OPPORTUNITIES.
- PRIORITIZING BUSINESS NEEDS AND IDENTIFYING NEW / UPCOMING REVENUE STREAM AS PER CLIENT'S REQUIREMENTS.
- CARRYING OUT COMPLETE SALES OPERATIONS BY FORMULATING BUSINESS PLANS AND ACHIEVE ORGANIZATIONAL GOALS / TARGETS.



- CREATING & BUILDING A DYNAMIC ENVIRONMENT THAT FOSTERS DEVELOPMENT OPPORTUNITIES AND MOTIVATES HIGH PERFORMANCE AMONGST THE TEAM MEMBERS

## Key responsibility areas

### Planning and distribution

COST REDUCTION STRATEGIES.	EXPENSE CONTROL	DISTRIBUTION MANAGEMENT.
ORDER FULFILMENT.	OUTSOURCING	STRATEGIC PLANNING
INVENTORY MANAGEMENT	PROCESS IMPROVEMENT	VENDOR RELATIONS

- WORK CLOSELY WITH FINANCE AND OPERATIONS ON PRODUCT PRICING AND MARGINS
- DEVELOP SEASONAL CATEGORY ESTIMATES IN COOPERATION WITH RETAIL BASED ON SALES POTENTIAL
- PROVIDE 12 WEEKS PRODUCTION PLANNING TO MANUFACTURING AS PER PROCESS AND NORMS
- PLAN AND MANAGE OTB BUDGET AND SOURCING FOR ALL CATEGORIES
- ANALYSIS & PLANNING ON BASIS OF BUYER SALES FORECAST(BUYER)
- CP FLOW WITH TAT ALLOCATION.(MERCHANT/SOURCING)
- OPTIMUM UTILIZATION OF MAN, MACHINE & MATERIAL (MMM) (PLANNING/IE)
- MONITOR & MAINTAIN MASTER SCHEDULE OF MACHINES TO ESTABLISH PRODUCTION SEQUENCE & LEAD TIME OF EACH PRODUCTION TO MEET EXPORT DATES.
- SETTING TARGETS ACROSS ALL THE DEPARTMENT.
- CRITICAL PATH OPERATION TO BE ACCOMPLISHED WITHIN TIME LINE.
- SAMPLING APPROVAL IS ACCOMPLISHED PRIOR TO PP MEETING.
- MONITORING FABRIC/TRIMS SOURCING TO IN HOUSE PRIOR TO PP MEETING
- ANALYSIS OF PRODUCTION DEPARTMENT FROM CUT TO PACK.
- MAKING CUTTING/LINE PLAN AS PER SHIPMENT DATES.
- ENSURING NONE OF THE MACHINE GET IDOL.
- FOLLOW UP WITH MERCHANT TEAM REGARDING MATERIAL.
- FOLLOW UP WITH PRINTING/WASHING/EMBROIDERY TO ACCOMPLISH TASK AS PER PLANNED.
- PREPARING & ENSURING T&A IS FOLLOWED.
- ENSURING ALL PRE-PRODUCTION ACTIVITIES TO BE COMPLETED ON TIME AS PER PLANNED.
- ENSURING TROUBLE SHOOTING IS DONE AS PRIOR TO ACHIEVE SHIPMENT AS PER PLANNED

### Merchandising and product development

- PRODUCT LIE DEVELOPMENT IS HARMONIZED WITH BUSINESS CONCEPT AND STRATEGY
- WORK CLOSELY WITH THE PRODUCT DEVELOPMENT AND MANUFACTURING TEAMS TO CONTINUOUSLY IMPROVE COLLECTIONS (DESIGN, QUALITY AND VALUE) AND MAXIMIZE SKU'S PRODUCTIVITY
- PRODUCT DEVELOPMENT IS BASED ON CREATIVITY AND DIRECTED TOWARDS ACHIEVING THE FOLLOWING OBJECTIVES
- MAXIMUM APPEAL TO VOLUME CONSUMER NEEDS IN THE MARKET
- EXCELLENCE OF MERCHANDISE
- CONTINUOUS INNOVATION AND IMPROVEMENT IN THE PRODUCT AND PROCESS
- PRODUCTS LINE REPRESENTING OUTSTANDING VALUE TO CONSUMERS AND PROFITABLE TO PRODUCE.
- MAINTAIN CONTACT WITH RESPECTIVE CUSTOMERS, CONSUMERS, STORES AND SALESMEN IN ORDER TO BE INFORMED OF REQUIREMENTS, NEW IDEAS AND PROBLEMS IN RESPECT OF PRODUCT LINE
- WORK CLOSELY WITH PROCUREMENT FUNCTION TO ESTABLISH AND APPROVE SUPPLIER LIST REGULARLY

### People management

- LEADERSHIP AND MANAGEMENT SKILL WITH ABILITY TO OPTIMISE TEAM PERFORMANCE AND DEVELOPMENT
- HIRING OF APPROPRIATE STAFF, AND MOTIVATION AND RETENTION OF STAFF
- TRAINING OF PEOPLE ON PRODUCT, COMPETITIVE PRODUCTS, CONSUMER AND OPERATION
- PROACTIVE SUCCESSION PLANNING FOR KEY ROLES WITH THE BUSINESS
- SET TEAM OBJECTIVES AND MONITOR ONGOING PROCESS AND PERFORMANCE

- PROVIDE LEADERSHIP, COORDINATION AND COACHING TO THE TEAM, ENSURE THEY ARE TRAINED ENABLING THEM TO ACHIEVE THE OPERATIONAL AND FINANCIAL METRICS WITHIN THEIR AREAS OF RESPONSIBILITIES AND SUCCEED IN THEIR ROLES

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### Stock management

- CONSTANT REVIEWING THE DEPTH OF THE ARTICLES AT ACROSS THE BUSINESS CHANNELS OF THE COMPANY
- TO INCREASE AND DECREASE THE NUMBER OF STORES BASED ON THE SELLING POTENTIAL
- ELIMINATE THE SLOW SELLERS AND DEFECTIVE LINES BY INTERESTING PROMOTIONS AND PRICE REDUCTION
- CONSTANTLY MARK THE DISCONTINUED LINES AND PASS THE INFORMATION TO THE ALL BUSINESS CHANNELS TO ENSURE A FAST CLEARANCE OF THE SAME
- MAINTAIN AN UPDATED SAMPLE STOCK OF THE CURRENT PRODUCT LINE WITH THE UPDATE SALES RECORD OF ALL ARTICLES
- CONTINUE FOLLOW-UP OF THE ARTICLE PERFORMANCE, INCREASING PROCUREMENT OF THOSE WITH HIGH SALE OUT RATE, STOPPING THOSE SLOW MOVERS BUT IMMEDIATELY REPLACE PRODUCTION, OTHER ALTERNATIVE

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### Strategy development & implementation

- TO BUILD A SUCCESSFUL PRODUCT LINE WHICH SATISFIES CUSTOMER REQUIREMENT, AND RESULTS IN THE PROFITABLE OPERATIONS IN THE COMPANY.
- TO ESTABLISH THE PRODUCT LINE CALENDAR, HAVE IT APPROVED BY THE CMM, AND ENSURE THAT WORK PROCEEDS ON SCHEDULE.

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### Work Experience :-

- SINCE MARCH 2024 – TILL DATE WITH MAGNOLIA MARTINIQUE CLOTHING PVT LTD AS A GENERAL MANAGER
- SINCE JULY '2023 – FEB 2024 WITH LINTL CLOTHING LTD. AS A GENERAL MANAGER
- OCT' 2021 – MAY 2023 WITH SHIV NARESH PVT LTD. AS A SENIOR PRODUCT HEAD
- JUN'2015 - AUGUST 2021 WITH HERMES – OTTO INT'L LTD. AS A SENIOR PRODUCTION PLANNING MANAGER
- FEB'2013 - MAR2015 WITH ESS TEE UNITED TRADERS {HK} LTD. "AS A SENIOR PRODUCTION MANAGER "
- AUG'2008 - DEC'2012 WITH COTTON FIELD & TEXTILES PVT LTD "AS A SENIOR PRODUCTION MANAGER "
- NOV'2006 - AUG'2008 WITH STEVE & BARRY'S (UNISOURCE GROUP)," AS A TECHNICAL DESIGNER"
- AUGUST '2001 - NOV '2006 WITH SPYKAR JEANS "PRODUCTION COORDINATOR "

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### EDUCATION QUALIFICATIONS

- " BLS – MUMBAI UNIVERSITY
- " BACHELOR OF COMMERCE – MUMBAI UNIVERSITY

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### OTHER DETAILS

DATE OF BIRTH – 18<sup>TH</sup> APRIL 1980

LANGUAGE KNOWN – ENGLISH , CHINESE , MARATHI , HINDI & ODIA.

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(SATYAWAN PATRA )