

KARTHIKEYAN.K

Flat No: D Top 2, Vibhava Enclave, Ponmani, Madurai – 625019.

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Result oriented, pro-active manager seeking an upper level management position in an executive capacity where leadership and management skills can be exercised to improve firm's expansion and bottom-line business.

Current Role: Merchandising Manager – Penguin Apparels (P) Ltd, Madurai. January 2019 to till date:

Achievements

- Achieved 95% on 1st submit production approval samples from 85%.
- Reduced the trims consumption wastage from 15% to 10%, minimized dead stk.
- Successfully maintained 95% On-time Delivery for orders executed.

Core Profile

- Represents for presentation and costing meetings.
- Displays & Shares our collections to obtain orders for the coming season.
- To get orders from International Buyers.
- Books production capacity based on orders / forecast received from the buyers & ensure that the space booked is effectively used.
- Optimizes production by ensuring handiness of capacity for orders booked by interfacing with central planning.
- Reviews and follows up with the team in line with Time & action calendar to ensure that all materials / approvals are in place prior to the PCD.
- Plans in consultation with production heads & follows production status on bi - weekly basis to ensure production is on time.
- Reviews and follows up with merchandising team, quality team and production team to ensure quality merchandise are shipped out.
- Effectively follows up the target with the concerned department & maintains cordial relationship with all the other departments in the organization.
- Adds & expands business value by developing & managing clients & accounts effectively.

Core Skills

- Production and Planning
- Product Development
- Product Costing
- Vendor Sourcing
- Merchandising Operations

Education

B.sc (Costume Design & Fashion) from Bharathiyar University, Coimbatore, Tamilnadu.

Buyers Handled:

Uniqlo, Decathlon, Douglas & Graham, Tentree, Orvis, French connection, Sportif, MEC, Classic Polo Brands (Classic Polo & CP-Bro), G-Star, ITC-Brands (John Players, Wills), Nautica, C&A, Kohl's & Cato.

Personality Traits

- Good interpersonal skills.
- Believe in Teamwork.
- Positive approach towards work and subordinates.
- Goal oriented and a go getter attitude towards work.

Previous Roles

Merchandising Manager (Woven) – Royal Classic Polo, Tirupur. June 2015 to December 2018.

Responsibility

- Handled independent accounts.
- Work closely with designers in reviewing prototypes and submits for approval for all categories from design concept to production.
- Work directly with suppliers to ensure they understand the design requirements through daily communication.
- Work closely with the production team to ensure that styles are executed properly in bulk production.
- Approve prototype samples for style details and construction.
- Support & assist Design in establishing all product specifications required in the Tech Pack.
- Preparing for TNA.
- Trim ordering for production.
- Follow-up of production.
- Costing, sourcing & purchasing of fabric & accessories.
- Prepare merchandise for trades show and meet and greet customers.
- Lab Dips, Shade Bands, Fit and Pre-Production Samples and Preparation of Production File, etc.
- Developing Print & Embroidery art works

Asst. Manager Product Development – Evolv Clothing Company, Chennai. March 2011 to May 2015:

Responsibility

- Correspond and answer queries of international clients effectively and independently.
- Development of Style sheet given by the Buyer.
- Handle sample inspection and sample approval by reviewing construction, measurements, patterns, workmanship, garments outlook presentation, fitting (dummy and model), on fit sample and size set.
- Pivotal in providing technical assistance on shrinkages, patterns, fits, quality issues and wash.
- Calculate the Critical Path Analysis and take necessary action to minimize the lead time for on- time shipment.
- Sample room planning and execute on time samples delivery.
- Maintain & update orders file & make sure to incorporate time-to-time changes asked by the customers.
- Follow up with Fabric Quality team on Fabric Inspection / Fabric Shrinkage / Grouping of Fabric Rolls - Shade and Shrinkage wise.
- Sealing of pre-production sample & handover style file for mass production.
- Perform special assignment and case study for continuous improvement in quality & productivity.
- Conducting Pre-Production meeting with the factory.
- Interacting with Production team to ensure design specifications are followed in the bulk.
- Develop Print and Embroidery artworks as per requirement and prepare the cost breakup for the same.

Sr. Merchandiser - Lakshmigrha Apparels Pvt.ltd, Coimbatore, India. 2006 April to 2011 February.

Responsibility

- Playing a key role in sourcing 70000 pieces per month and maintaining healthy relations with the factories and with buyers to make sure that the business relationship goes on without any discrepancies.
- Ensuring that the right FOB and CM is derived from the buyer to make sure that the profits are made on top of overheads
- Maintain TNA & address the issues well in advance to meet deadlines.
- Managed availability and consumption of fabric & non-fabric items like threads, trims and other accessories.
- Maintained relationship with suppliers for material sourcing.
- Coordinate with cross-functional teams to resolve issues related to product information and shipping.
- Making sure that there were no rejections on the Fit and PP Samples
- Attend pre-production meetings to advise the production team about style and material information.
- Ensuring timely shipment on each and every PO; finalizing CM and budgeting the cost of styles.
- Contributed significantly towards handling the buyer QA's, final inspections & buyers visits' to the factories along with giving presentations.
- Coordinate with commercial team for in time delivery of merchandise & follow up till hand over the merchandise to forwarder.

Production Merchandiser - Sonal Garments Pvt.Lt, Bangalore, India. 2003 August to 2006 March

Responsibility

- Analyze the style details at the start of order placement and problem faced in making pre-production pieces were further eliminated in production.
- Prepared the program overview for different processes like cutting, stitching & washing and all other processes in production.
- Prepared the status reports and planning / control charts at all the stages in production which also included making projections for cutting, process, finishing, shipping etc.
- Maintain accurate and complete merchandising reports.
- Coordinate with cross functional teams to resolve issues related to product information and shipping.
- Attend monthly distribution and production meetings.
- Assisted production team in handling concerns like cutting, stitching, embroidery, finishing and packing.
- Coordinate with Buyer QA for inspections.

Junior Merchandiser - Texport Syndicate Pvt.Ltd, Bangalore, India. From 2002 June– 2003 July

Personal and Contact Details

Age & Marital Status : 44 , Married.

Current Location : Madurai

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Languages Known : English, Tamil and Kanada.

Computer Skill : Knowledge of M.S.Office