

Resume

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Sugumar P



Core Competencies

- Marketing, Sales, Sourcing, Execution
- Budget Analysis, Negotiations
- Profit & Loss Analysis
- Leadership & Team Management
- Production analysis and Management
- Customer Relationship Management
- Supply Chain Management

Soft Skills

- Analyzing
- Planning
- Supervising
- Critical thinking
- Decision making
- Problem solving

Education

- Diploma in Textile Technology (Yarn, Fabric, Designing & Garment Manufacturing) Institute of Textile Technology, Chennai
- BBA, Pondicherry University, Puducherry
- MBA, Anna University, Chennai

Computer Proficiency

- Micro Soft Products-Outlook, Word, Power Point, Excel
- ERP, PLM

Career Summary

Leading the overall business from conceptualization to launch, Budget planning, Expense controlling, Recruiting, Acquiring the new business. Team player dedicated to helping employees improve their skills and techniques in order to reach larger goals. Detail-oriented multi-tasker who thrives in fast-paced environments.

Profile Experience

Business Manager (Jan 2022-Feb 2025), Intimate Apparels, Pvt Ltd. Bangladesh

- Managing the business from development to handover. Business volume handling is 1 million units per season with turnover of USD 5.4 million
- Product handling 50% Woven 50% Knit
- Category handling Women's & Girl's Sleepwear, Lingerie, Swimwear
- Customer working with M&S
- Managing the Product development, Customer Presentation, Pricing, Capacity and Production planning, Delivery
- Guiding the team for Sales, Procurement, Finance Management, Payment follow-up from customer, Settling the payment to the supplier
- Develops, Maintains and Strengthen business relationships with Customers and Suppliers
- Negotiates product price and develops alternatives to achieve sourcing objectives
- Identifies and resolves pricing and production issues with customer and suppliers
- Leading the team for technical and compliance audit
- Report to the director for weekly sales, order critical, business forecast

Manager Merchandising (Aug 2019-Dec 2021), Velocity Apparel Companies, PLC. Ethiopia

- Managed the business from enquiry to handover. Business volume handled was 0.6 million units per season with turnover of USD 4.8 million
- Product handled 50% Denim 50%Knit
- Category handled Men's, Women's, Kid's Bottom's & Top's
- Customers worked with KONTOR, KIABI, The Children's Place, Star Ride
- Managed the development, Client meeting, Pricing, Payment term, Capacity filling, Production planning, Orde execution, Delivery
- Collaborates cross-functionally with the various business partners and suppliers for priorities and develop optimal solutions to support
- Guiding the team members for sourcing/procurement related activities. Understand supplier capabilities, capacity, and performance
- Provides supervision and development opportunities for associates by hiring and training, mentoring, assigning duties, providing recognition, and ensuring diversity awareness
- Report to the CEO for business progress, sales, critical, project completion

Assistant Manager Sourcing/Merchandising (July 2017-July 2019),TSS Pvt Ltd. Bangalore

- Managed the business from development to ex-country. Business volume handled was 0.7 million units per season with turnover of USD 4.9 million
- Product handled 70% Woven 30% Knit
- Category handled Men's, Women's Bottom's & Top's

- Customers worked with A&F, Hollister, EMS, Champion
- Managed the product development, Pricing, Presentation, Sourcing, Order Execution, Delivery
- Communicates with buying teams to align sourcing strategies, arrange buy trips, and manage critical issues
- Oversee manufacturers capability and capacity, product quality, and on-time delivery
- Conducts supplier assessments and formulates the supplier matrix for an assigned category
- Develops, Maintains and Strengthen business relationships with Suppliers
- Demonstrates awareness of trade and political issues for assigned geographies and incorporates into sourcing proposals
- Understand buying objectives and product specifications and communicates with suppliers
- Partners with Industrial and quality engineer on problems related to constructions and quality. Presents sourcing solutions that mitigate risks while maintaining profitability. Applies digitalization and new ways of working during sourcing activities
- Visits the supplier to monitor production and assess factory capacity. Uses in-depth understanding of component pricing to provide cost saving opportunities

Assistant Manager Merchandising (Aug 2014-June 2017), Must Garments, Ltd. Bangladesh

- Managed the business from development to handover, Business volume managed was 0.8 million units per season with turnover of USD 4 million
- Product handled 65% Denim 25%Knit & 10%Woven
- Category handled Men's, Women's Bottom's & Top's
- Customers worked with Macy's-American Rag, Alfani, Club Monaco
- Communicates with head office for Development, Bulk package. Collaborates with PPIC for Capacity booking, Production plan
- Follow up with buying team, suppliers for Approvals, Material flow
- Maintains the T&A, Approvals, Production file handover, Material inventory, Production challenge, Delivery
- Follow up with logistics team for Shipment booking, Vessel plan, Shipment handover

Sr.Merchandiser (Mar 2010– July 2014),Shahi Exports, Pvt Ltd. Bangalore

- Managed the business from development to handover, Business volume managed was 0.4 million units per season with turnover of USD 2.8 million
- Product handled 75% Denim 15% Knit & 10%Woven
- Category handled Men's, Women's Bottom's & Top's
- Customers worked with Kohl's, DKNY, Tommy Hilfiger, Big Star
- Managed the Product development, Pricing, Order execution, Delivery effectively
- Communicates with buying and technical team for development package, design clarification, and order sheet
- Collaborates with Design team for seasonal collection and presentation. And, PPIC for Capacity booking, Production plan
- Follow up with buying team, suppliers for Approvals, Material flow
- Maintains the T&A, Approvals, Production file handover, Material inventory, Production challenge, Final inspection effectively
- Follow up with logistics team for Shipment booking, Vessel plan, Shipment handover

Sr. Merchandiser (May 2006– Feb 2010), Pearl Global Industries, Ltd. Chennai

- Managed the business from development to handover, Business volume managed was 0.3 million units per season with turnover of USD 3.2 million
- Product handled 85% Denim 15%Woven
- Category handled Men's, Women's Bottom's &Top's
- Customers worked with GAP, Old Navy, Banana Republic, Bass Pro, GAZ MAN
- Managed the Product development, Pricing, Order management, Delivery effectively
- Communicates with buying and technical team for development package, design clarification, and order sheet
- Collaborates with Design team for seasonal collection and presentation. And, PPIC for Capacity booking, Production plan
- Follow up with buying team, suppliers for Approvals, Material flow
- Maintains the T&A, Approvals, Production file handover, Material inventory, Production challenge, Final inspection effectively
- Follow up with logistics team for Shipment booking, Vessel plan, Shipment handover

Personal Details

Date of Birth : 30th May 1986
 Languages Known : English, Tamil, Hindi, Kannada
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Thanking You!

**Yours Faithfully,
 Sugumar P**