

## C.G.SANTHOSH KUMAR

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### AN OVERVIEW

A consistent performer with 22 years of experience in:

PRODUCT DEVELOPMENT, MERCHANDISING, PRODUCT MANAGEMENT,  
PRODUCTION PLANNING, VENDOR SOURCING, & BUSINESS DEVELOPMENT

Extensive experience in product development, merchandising functions, cost negotiation ensuring smooth production planning and profitable operations.

Exceptional work ethic, routinely use available time to solve day to day challenges, ability to work without the need for direct supervision and timely completion of all assignments.

Skills in managing teams to work in sync with the corporate set parameters and motivating team for achieving business and individual goals.

Recognised for professionalism, positive mental attitude, commitment to excellence; ability to communicate and interact effectively with senior management, associates, and vendors.

### ORGANISATIONAL SCAN

**TENDER COCONUT**  
OPERATION HEAD  
From 2018 to Present

**GTN INDUSTRIES**  
GENERAL MANAGER  
From 2016 to 2018

**MOTHERCARE SOURCING INDIA**  
BUSINESS HEAD  
From 2006 to 2016

**ARORA FASHIONS PVT LTD**  
BUYER IN-CHARGE  
From 2000 to 2006

# Core **CORE COMPETENCIES**

Involved my self in :

Core departments handled Babies, Kids.

Category Handled Knits.

Work with the designing team/fabric & garment technicians on design concepts & risk analysis of the products in terms of fabrics & shapes

Analysing the product strengths of the vendors and assigning the right product at right place.

Supporting the team for execution of the samples and make sure they are on-time for the sign-off meetings.

price negotiations with the factories.

Order placement seeing the capacity of the factories.

Supporting the team in closing the pre-production activities rapidly so that sufficient time is given for the production.

Smart in managing the overlapping of seasons.

Work with Production teams to link Production capacity and date.

Work on process to enhance lean in process.

# Product **PRODUCT MANAGEMENT**

Analyse factory capacity, lead time, ex-factory dates and other data timely and accurately as required by global planning for planning and allocation purposes.

Ensure production management have all relevant order details on time and chase and resolve issues which may result in a delay to production start dates or late delivery dates to destinations.

To support the sourcing team at the start of the planning process to roll up capacity requirements.

## MERCHANDISING & SOURCING OPERATIONS

Co-ordinating with the in-house design team and vendors to make trend presentations, developing time management and tracking tools to ensure timely delivery of merchandise.

Tracking orders with the vendors closely from the time they are placed till their final delivery.

## PEOPLE DEVELOPMENT & TEAM MANAGEMENT

Provide Leadership and direction to the team to ensure products are developed and produced according to customer specifications and shipped within calendar deadlines.

Maximize potential and motivate all members of the team.

Delegate work responsibility effectively among the team members.

I believe in my potential and team work. I make sure team members are well supported at all instances.

## CLIENTS HANDLED



**AUCHA**

## P E R S O N A L   R E C O R D

DOB : 19-04-1979

EDUCATION : DKFT Diploma in Knitwear & Fashion Tech.  
NIFT TEA, TIRUPUR

ADDRESS : 37, Phase 2, Senthil Residency, Sulur,  
COIMBATORE - 641402.

LANGUAGES KNOWN : ENGLISH, TAMIL, MALAYALAM, HINDI