

## RESUME



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### **OBJECTIVE:**

**Seeking a TOP MANAGEMENT ROLE in an APPAREL CONGLOMERATE, that will utilize the Cross-Functional**

Exactitude experience vide Operations Management, Marketing & Merchandising - Management, Product-Sourcing, Lean Manufacturing, Quality Management, Planning & Execution, HR & Admin, Compliance Manufacturing, Designing & Analytical Skills to ultimately drive the workflow within the desired limitations of the company.

### **EXPERIENCE SUMMARY:**

- **MORE THAN 24 – YEAR’S INIMITABLE CROSS FUNCTIONAL EXPERIENCE VIDE – BUSINESS OPERATIONS, MARKETING & MERCHANDISING - MANAGEMENT, PRODUCT-SOURCING, DESIGNING, LEAN MANUFACTURING, QUALITY MANAGEMENT, PLANNING & EXECUTION, HR & ADMIN, COMPLIANCE MANUFACTURING VIZ APPARELS (KNIT & WOVEN), HOME-FURNISHING AND TEXTILE ALLIED PRODUCTS.**
- STRONG IN ALL ASPECTS OF THE INDUSTRY & ITS MANAGEMENT WITH THE PRIMO VISION ON-PROFITABLE OPERATIONS VIZ METHODOICAL SOP & WORKFLOW SCHEDULING(ERP), MARKETING & MERCHANDISING MANAGEMENT, PRODUCT DEVELOPMENT, FABRIC SOURCING, LEAN MANUFACTURING ADHERING TO RIGHT Q&Q WITH AGREED SAM/SAH/EFFICIENCY/CPM, BUDGETING, QUALITY MANAGEMENT, SKILL MATRIX-RECRUITMENT, COMPLIANCE, CUSTOMER RELATIONS, INCO-TERMS, TECHNICALITIES, INNOVATION & KEEN WATCH ON CONSTANT CHANGING FASHION & TREND.
- SKILLED IN BOTH CUSTOMER & VENDOR RELATIONS, WITH THE CLEAN BUILT -UP NEGOTIATION AND COORDINATION WITH THE TERMS OF TARGET COST, COMPLIANCE, QUALITY ENDURANCE, P&L AND PRICING STRATEGIES, RISK ANALYSIS AND MITIGATION.PROCESS IMPROVING INITIATIVES, PROFITABILITY AND QUALITY LEADERSHIP IN COMPETITIVE LANDSCAPE.
- DEMONSTRATED ADMINISTRATIVE CAPABILITY MANAGING THE OUTBOUND TRAINING INSTITUTE AND IN-HOUSE HUMAN RESOURCE DOMAIN.
- TECHNO-COMMERCIAL PRODUCT VIABILITY TEAM- GAMER & TEACHER-SHARER

## **EDUCATION:**

- **PROFESSIONAL GRADUATION:** BACHELOR OF SCIENCE IN COSTUME DESIGN & FASHION TECHNOLOGY- PARKS COLLEGE OF ARTS AND SCIENCE, BHARATHIAR UNIVERSITY, COIMBATORE.
- **POST GRADUATION:** EXECUTIVE DIPLOMA IN STARATEGIC MANAGEMENT, IIM – KOZHIKODE.
- **TECHNICAL CERTIFICATION:** CERTIFIED APPAREL CAD/CAM TECHNICIAN – IIGM/GERBER TECHNOLOGIES.

## **WORK EXPERIENCE:**

**BUYER MERCHANDISER:** MS. KNIGHTS ATHLETICS' (INDIA), PVT LTD (1999-2003) - COIMBATORE – BUYING SERVICES (**Knits & Woven**)

**MERCHANDISER:** MS. PREMIER POLYWEAVES, PVT LTD (2004-2007) - COIMBATORE– EXPORT HOUSE (**Home Textiles, Knits & Technical Textiles**)

**SENIOR OFFICER MERCHANDISING:** MS. SHARADHA TERRY PRODUCTS PVT LTD (2007-2009) - COIMBATORE,  
EXPORT HOUSE. (**Towels, Knits & Denim**)

**TECHNICAL & SOURCING HEAD - PAN SEAI (SOURCING/MERCHANDISING/DESIGNING):** MS. LAKS FASHION (DISNEY  
LICENSEE), HONG KONG & INDIA – (2009-2014) – LIASON OFFICE (**Knits**)

**GENERAL MANAGER (MARKETING & OPERATIONS):** MS.CPS TEXTILES PVT LTD (2014 – 2017) - TIRUPUR – EXPORT HOUSE (**Knits**)

Capacity- Sewing Machines-550 No's/Knitting Machines-60 NO's of various knit classifications /Automatic Printing -3 No's/Embroidery -8 No's.

**CHIEF OF OPERATIONS (MANUFACTURING /BUSINESS DEVELOPMENT/ MERCHANDISING/HR& COMPLIANCE/ADMINISTRATION):**

MS. SAHANA CLOTHING PVT LTD (2017 – 2021) -COIMBATORE – VERTICAL EXPORT CONGLOMERATE (**Knits**)

Capacity Sewing Machines-1250 No's/Knitting Machines-140 NO's of various knit classifications /Automatic Printing -8 No's/Embroidery -12 No's.

**NATIONAL HEAD (METHODOLOGICAL SKILL DEVELOPMENT AND RECRUITMENT PROJECT OF MS. SAHANA CLOTHING):**

DDU-GKY SAHANA INSTITUTE OF SKILL DEVELOPMENT – KANDHANBADA, BHUBANESWAR, ODISHA (**Knitwear Training & Development**)

**GROUP GENERAL MANAGER - BUSINESS PROCESS:** MS. PREMIER KNIT APPARELS INDIA PVT LTD (**2021-2024**) - TIRUPUR - VERTICAL EXPORT CONGLOMERATE (**Knits**)

Division I - MS. PREMIER KNIT APPARELS INDIA PVT LTD(CHENGAPALLI)

Sewing Machines-800 No's/Knitting Machines-20 NO's of various knit classifications /Automatic Printing -6 No's/Embroidery -8 No's/Digital Printing – 1 Unit.

Division II - M/S PREMIER KNITS APPAREL INDIA (**ANTHIYUR**) - Sewing Machines-400 No's.

Division III - MS. PREMIER PROCESSING DIVISION (**PERUNDURAI**) – KNIT PROCESSING HOUSE (2021 -2023) (**Knits**)  
20 Tons Knits Processed Fabric per day.

**CHIEF EXECUTIVE:** MS. K-FACTOR,360 – DEGREE -APPAREL EXPORTS BUSINESS CONSULTANCY(AVINASHI).

## **SUMMARY OF CURRENT KEY AREA OF HANDLING & ACHIEVEMENT:**

- STRATEGIC PLANNING AND SOLUTIONS FOR SEAMLESS OPERATIONS MANAGEMENT, RIGHT MARKETING, MERCHANDISING, PRODUCT DEVELOPMENT, MANUFACTURING & SOURCING OF THE PRODUCTS, PROFITABLE PLANT OPERATIONS. WITH A SET OBJECTIVE OF ONTIME COSTING, APPROVALS, COMPLETE KIT, CRITICAL PATH, EFFICIENCY, CPM, PLANNING, ATTRITION, & SKILL LEVEL – ACHIEVED ACROSS ALL THE ATTRIBUTES.
- CONSISTENT NEW-SALES & EXISTING CUSTOMER RETENTION/UPSCALING BUSINESS VISITS TO VARIOUS BRAND MARKET OFFICES LOCATED AT HONGKONG, EUROPE UNION, TURKEY & UK (TO NAME A FEW – CARTERS/MOTHERCARE/TESSCO/ID KIDS – JACADI-OKAIDI-OBABI/LCWAIKIKI/LI&FUNG.
- UTILIZED VARIOUS PRODUCTION SOLUTION PLATFORM SUCH AS LECTRA, OPTITEX, GERBER & COSMO -CAD/CAM SOLUTIONS (FABRIC & CUTTING MANAGEMENT) & PROCON, FASTREACT & JAZZA ON TERMS OF EFFICIENCY ACHIEVEMENT, SKILL MAPPING, FLOOR MANAGEMENT & PROCESS MANAGEMENT, CONTROLLING THE OVERHEADS ON THE OPTIMUM LEVEL WITH ATLEAST 10% HIGHER PRODUCTIVITY RATE.
- UTILIZED SAP, AXON AND AXPRT ENTERPRISE RESOURCE PLANNING (ERP) TO INCREASE PLANNING EFFICIENCY, RESOURCE MANAGEMENT, REJECTIONS, REWORKS AND VISIBILITY OF MANUFACTURING MANAGEMENT, DECREASING COSTS BY 15% AND BOOSTING PRODUCTION BY 10%
- ORCHESTRATED THE GOVERNMENT SKILL MATRIX PLAN AND LAUNCHED A NEW TECHNICAL SKILL CENTRE AT THE OUTSKIRTS OF BUHUBANESWAR - IN THE STATE ODISHA, WHICH RESULTED IN TRAINED SKILL LEVEL OPERATORS' INFLOW TO 60% AND THUS DIRECTLY CONTRIBUTED 10% ON THE EFFICIENCY DRIVE OF THE OBJECTIVE SET ON 2019-2022 (DESIGNATED AS – NATIONAL HEAD)
- DEVELOPED NEW STAFF WORK SCHEDULE, INCREASING PRODUCTIVITY BY 14% AND DECREASING EMPLOYEE TURNOVER RATE BY 65 %
- APPRX 20% TO 40% TURNOVER INCREASE BY TIMELY DELIVERIES, RFT –QUALITY MERCHANDISE, NO AIRCOST SHIPMENT, SHORTFALLS AND DISCOUNTS FOR THE FINANCIAL YEARS 2018/2019 & 2019/2020/2022 /2023/2024
- SUCCESSFUL PROJECT IMPLEMENTATION OF THE KNIT PROCESSING HOUSE WITH COMPLETE AUTOMATION FROM THE YEARS 2021-2023  
**(ACRONYMS: CPM –COST PER MINUTE, Q&Q – QUALITY AND QUANTITY, RFTQ-RIGHT FIRSTTIME QUALITY, SAM – STANDARD ACCESS OR ALLOWED MINUTE)**

## **FUNCTIONALITIES:**

MAINTAINING AND SUBMITTING NEAT AND ACCURATE REPORTS IN A TIMELY FASHION, INCLUDING DAILY TRANSMISSION OF DAILY ACTIVITY, PRESENTING A COURTEOUS, FRIENDLY, AND HELPFUL ATTITUDE TO THE MANAGEMENT, DEVELOPING A GOOD RAPPORT WITH CUSTOMER PERSONNEL, ANALYZING ACCOUNTS WITH GOAL OF INCREASING SALES THROUGH COST EFFECTIVE EFFICIENT MANUFACTURING, NEW DEVELOPMENTS, TIMELY DELIVERY, QUALITY MERCHANDISE, COST CONTROL, COMPLIANCE MEASURES AND ADDING ADDITIONAL PRODUCT OR EQUIPMENT LINES.

REVIEW AND FIX NEW ORDERS, MANAGE WEEKLY SCHEDULE FOR TEAM AND OVERSEE DAY TO DAY OPERATIONS, HOLD WEEKLY MEETINGS AND REVIEW ORDER TO DELIVERY SCHEDULE, SAMPLING ROUTE CARDS FOR THE NEW DEVELOPMENTS, CONSTANT COMPLIANCE HOLD & IMPLEMENTATION, SOP'S, AND PLANS FOR UP-AND-COMING ORDERS.

PLAN ORDER RANGES AND ENSURE OTD & CP-PLANS IN CONJUNCTION WITH OVERSEAS SOURCING / BUYERS, ANALYSTS, STORES (DIRECT SUPPLY IF ANY), SUPPLIERS AND DISTRIBUTORS.

EXECUTING THE STRATEGIC PLAN AND DRIVING REVENUE THROUGH EFFECTIVE MANUFACTURING, MERCHANDISING, TIMELY QUALITY INSPECTION AND DELIVERY OF ORDERS.

ASSESSING FACTORY ON A CONTINUAL BASIS AND ENSURING THEIR COMPLIANCE TO THE BUYER SET STANDARD.

MANAGING AND RESOLVING PRODUCTION LINE AND QUALITY ASSURANCE ISSUES BY WORKING CLOSELY WITH THE TEAMS.

ACHIEVING AGREED BUSINESS TARGETS WITH RESPECT TO PROFIT MARGINS, FACTORY PERFORMANCE, QUALITY AND DELIVERIES.

BUILDING EFFECTIVE STRATEGIC RELATIONSHIPS WITH SENIOR MANAGEMENT AND SUCCESSFULLY PARTNERING ACROSS VARIED FUNCTIONS WITH INTERNAL STAKEHOLDERS, EXTERNAL SUPPLIERS, AGENCIES AND COLLEAGUES TO DRIVE RESULTS.

IDENTIFYING OPPORTUNITIES IN BUSINESS BY APPLYING STRATEGIC FILTERS AND PLANNED, PRESENTED, AND EXECUTING THE SAME

PARTNERING WITH DEPARTMENT LEADERS TO IDENTIFY NEEDS AND PLAN DEVELOPMENT AND SKILL BUILDING FOR MANUFACTURING TALENT. PRE-EMPTING AND SOLVING PROBLEMS USING A PROACTIVE AND FACT-BASED APPROACH. MANAGE THE TEAM EFFECTIVELY, PROVIDING INSPIRATIONAL LEADERSHIP, DAY-TO-DAY MANAGEMENT, AND DEVELOPING THEM TO BE AS EFFECTIVE AND SUCCESSFUL AS THEY CAN BE.

## **INTERNATIONAL MARKET HANDLED:**

### **APPAREL (KNIT & WOVEN):**

CARTER'S, DISNEY, MOTHER CARE, C&A, K-MART AUSTRALIA, BURTS BEE BABIES, MONICA&ANDY, VENILLA-UNDERGROUND, FINN & EMMA, BELLY ROSE, KUHL, CYRILLUS, AEROPOSTALE, HANES, HOLLISTER, VOLCOM, REBEL, LOVE TO LOUNGE, CEDARWOOD, OXBOW, MAX, OCEANPACIFIC, PHAT FARM, COOGIE, FUBU, HOBIE, HURLEY, RIP-CURL, REPLAY, AZURE-DENIM, DRUNKEN-MONKEY, ED-HARDY, CALVIN-KLIEN, CARBON, HYPE, LEPRI, LINA-LADIES, INCANTO, INNAMORE, CABANA-LIFE, TCHIBO...

### **HOME FURNISHING:**

DILLARDS, SAMS CLUB, WAL-MART HOME, BARBARA-BARRY, POTTERY BARN, BED BATH BEYOND, CALVIN KLEIN HOME, THE-VILLA, FRETTEPACCIO, WEST POINT HOME, THE HILDEN-AMERICA, MICRO COTTON-LUXURY TOWELS, UNITED FEATHER & DOWN...

### **RETAILERS/STORES:**

DUNNES STORES-IRELAND, LC-WAIKIKI, -TUREKY & INTERNATIONAL LOCATIONS, TESCO, SAINSBURYS, LCWAIKIKI, ID-KIDS FRANCE, CARREFOUR-FRANCE, K-MART(AUSTRALIA), WALMART-USA, TARGET-USA, PRIMARK, M&CO-UK, ENERGRIES-GREECE, THE DILLARDS, NEWLOOK, KIK, POTTERYBARN, ALDIE & HOFER, AUCHAN, KAUF-HOF, INCANTO & INNAMORE, IKKIS, DECATHALON, KOHLS, JCPENNY, MACYS, SAMSClub-USA, RUE21-USA, NATIONAL STORES (NSJ)-USA, BURLINGTON –USA, TJ-MAXX-USA, LOWBLAWS-CANADA, BED BATH &BEYOND, MAX-LIFESTYLE, ROADSIGN, WRANGLER & THE-ONE...

### **IMPORTERS / LIAISON OFFICE:**

SUNCITY- FRANCE / JANSEN-GERMANY / CLUBHOUSE-USA / MAYS-USA/HONGKONG / FREMAUX-FRANCE /SABOR- ITALY/ TRIBURG-INDIA / SNQS INTERNATIONAL-INDIA /PINKY ENTERPRISES-INDIA / BEELINE SOURCING- INDIA/TRIANGLE-IKKIS-INDIA/COMPASS TEX -INDIA...

## **INDIAN MARKET HANDLED:**

RELIANCE –RETAILS  
BE-THE RAYMOND  
CROCODILE PRODUCTS PRIVATE INDIA -LTD  
GLOBGRID-INDIA  
TATA ZUDIO  
MYNTRA

## **NON-PROFITABLE EXPOSURE:**

**REVIEW & TECHNICAL OPINION HEAD MEMBER** – SYLLABUS FORMATION FOR POST GRADUATE CERTIFICATE PROGRAM IN HOME TEXTILE MANAGEMENT-SVPITSM (UNDERTAKEN BY MINISTRY OF TEXTILES, UNION GOVT OF INDIA) CAMPUS COIMBATORE.

**INDUSTRIAL SEMINARS** (IMPACTS OF E-COMMERCE IN APPAREL INDUSTRY) -AT **SVPITSM** (UNDERTAKEN BY MINISTRY OF TEXTILES, INDIAN UNION GOVT -CAMPUS, COIMBATORE & SOUTH INDIAN INSTITUTE OF FASHION TECHNOLOGY (**SIFT**), COIMBATORE-CAMPUS.

**FEAT TOWARDS NATURE: HAVE CONCEIVED "2 MIYAWAKI " AFFORESTATION PROJECTS**

Thanking You,

Yours Sincerely,

T.Vinodkumar