

PRAMODH M S

Manager – Apparel Sourcing & Merchandising Operations

Tirupur, Tamil Nadu, India

📞 +91 84381 42734 | ✉ mspramodh12@gmail.com

Senior apparel industry leader with 24+ years of experience managing end-to-end garment manufacturing and export operations. Expert in factory leadership, production planning, sourcing, merchandising, quality, and dispatch. Proven ability to drive on-time delivery, cost efficiency, and cross-functional team performance while coordinating closely with overseas buyers and vendors.

Strategic sourcing professional with **extensive experience in global apparel sourcing, vendor development, and cost negotiation**. Strong background in supplier audits, product development, pricing strategy, and buyer coordination. Demonstrated success in building reliable vendor bases, improving sourcing efficiency, and supporting international buyers across multiple product categories.

General Management & Operations - Factory Operations Management

- Production Planning & Capacity Management
- End-to-End Order Execution (Confirmation to Dispatch)
- Quality Assurance & Compliance
- Cost Control & Operational Efficiency
- Cross-Functional Team Leadership

Sourcing & Merchandising - Global Apparel Sourcing & Vendor Development

- Supplier Audits & Compliance Evaluation
- Product Development & Sampling
- Costing, Pricing & Negotiation
- Buyer & Overseas Office Coordination
- Export Merchandising & Supply Chain Coordination

PROFESSIONAL EXPERIENCE

MANAGER-Merchandising & Sourcing

Pine Garments – Exporter, Tirupur

Jan 2021 – Present - Lead end-to-end garment factory operations including sourcing, production, merchandising, quality, and dispatch. - Manage day-to-day production targets, performance monitoring, and operational outcomes across departments. - Drive sourcing and development of new vendors and production units to meet cost, quality, and capacity requirements. - Handle garment costing, pricing, and commercial negotiations with buyers and vendors. - Coordinate closely with overseas offices,

customers, and suppliers to ensure smooth execution of orders. - Lead and mentor cross-functional teams including merchandising, production, and design executives. - Plan, schedule, and allocate work to ensure on-time delivery and optimal resource utilization.

SOURCING MANAGER

Uni Hosiery Inc. (USA) – Importer, Tirupur

Jan 2016 – Jun 2020 - Led global apparel sourcing activities including vendor identification, evaluation, and development. - Conducted supplier audits to assess compliance, capacity, and quality standards. - Managed costing, pricing, and commercial negotiations with vendors and overseas buyers. - Coordinated with overseas offices and buyers on product development, sampling, and approvals. - Conducted market research to stay aligned with apparel trends and competitive sourcing strategies. - Built and maintained a reliable vendor base to support quality, cost, and delivery objectives.

MERCHANDISING MANAGER

Jindal Textiles – Exporter, Tirupur

Jun 2006 – Oct 2015 - Led export merchandising operations for woven and knit garments, managing orders from confirmation to dispatch. - Trained, supervised, and evaluated merchandising team members to improve execution quality and productivity. - Coordinated closely with production, quality, and logistics teams to ensure on-time shipments. - Managed buyer communication, approvals, costing discussions, and order follow-ups. - Monitored merchandise assortments and ensured alignment with buyer requirements and market demand. - Implemented merchandising strategies that supported sales growth and repeat business.

SENIOR MERCHANDISER

The Outlook Sourcing Services – Buying House, Tirupur

Feb 2004 – May 2006 - Managed complete order lifecycle from confirmation to final dispatch. - Planned and executed production schedules to meet strict delivery timelines. - Coordinated with overseas buyers, vendors, and internal teams for approvals and execution. - Led merchandising teams and supervised sourcing and development activities. - Conducted quality inspections throughout the order process as per buyer standards. - Ensured timely shipments through close coordination with documentation teams and freight forwarders. - Handled CMT calculations for in-house production and outsourcing.

MERCHANDISER

Karthik Expo – Garments Buying Agency, Tirupur

Aug 1999 – Jan 2004 - Handled export orders end-to-end from order confirmation to shipment. - Planned production execution to meet delivery schedules. - Communicated with overseas buyers, vendors, and internal teams. - Managed garment costing, pricing, and vendor negotiations. - Supervised quality inspections and ensured compliance with buyer requirements. - Coordinated logistics, documentation, and dispatch activities. - Prepared CMT calculations for in-house and outsourced production.

EDUCATION

- **Diploma in Merchandising** – SIHMA (South Indian Hosiery Manufacturers Association), Tirupur (2002)
- **Diploma in Computer Hardware & Applications** – Harcode (Aptech Division), Bangalore (1999)
- **Bachelor of Business Administration (BBA)** – NSS College, Rajakumary (1998)

LANGUAGES

- English – Fluent
- Tamil – Fluent
- Malayalam – Fluent
- Hindi – Fluent