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Paris (75000)

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## Business Development/Senior Merchandiser, Confirmé

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### EXPERIENCES PROFESSIONNELLES

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mai 2020 /

#### Business Development/Senior Merchandiser

Skyler Clothings, India

- \* Strengthened company market by leading the development of new key collections of apparel. Responsible for the establishment of multiple brand revenues and margins in designated trade channels.
- \* Worked cross-functional departments such as product development, marketing, customer service and finance to enhance product development proposals to represent the assigned channels of business.
- \* Negotiate contracts with clients to make sure that both companies are satisfied, resulting in a 7% increase in profits.
- \* Costing for the new products discussing with cross functional teams
- \* Responsible for achieving sales targets as per plan and Budget

mars 2017 / oct. 2018

#### Merchandiser & production Controller

- \* Supported the creation of close teamwork between suppliers and the procurement team to manage sample requests and to monitor the quality of general supply.
- \* Maintain consistent records of communications and demands with a combined caseload of 25 suppliers, representing over 2.8 million INR in annual purchases.
- \* Frequent follow up with both vendor and customer.
- \* Handled all kinds of knitted garments
- \* Produced products under guidelines of government standards
- \* Maintaining records of monthly purchase order and sales in Excel
- \* Use market forecasts or strategic planning to ensure the sale and profitability of products

août 2015 / févr. 2017

#### Quality Controller

Charles Voegele, India

- \* Inline and final inspections of clothing products have been carried out to ensure that the quality requirements are followed.
- \* Cooperated with quality assurance and sourcing teams with a view to inspecting materials and providing timely reviews to product manufacturing department and suppliers.
- \* Conducting AQL audit on final products to meet the standards
- \* Deep experience of pattern design and grading skills

### DIPLOMES ET FORMATIONS

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/ févr. 2019

#### MBA in International business negotiator - BAC+4

École supérieure libre des sciences commerciales appliquées, Paris, France

févr. 2010 / juin 2011

#### Bachelors in Textile - BAC+3

Fashion Technology (Indian; Bannari Amman Institute of Technology, Erode, India)

### COMPETENCES

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Excel, quality assurance, Business Development, Time Management, Teamwork, Self-driven, MS, secured 2nd

### COMPETENCES LINGUISTIQUES

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