

QUALIFICATION & EXPERIENCE

Self-motivated & ever ready to accept challenging jobs with a vision to explore possibilities to use new ideas analytically to deliver on both near-term execution and long term innovation. With several years of professional experience in executive positions, my ability to drive operations strategy, create quality initiatives and exceed business plans would prove to be a great asset for your business. Adept in handling buyers independently, my hands on experience in product identification and supply chain management range from successfully managing operations for both large to mid-size start-ups. Consistently passionate about the field, continue to innovate and develop recommendations based on detailed sales forecasts and current industry trends. Strong history of promotion/ growth & company loyalty.

PROJECT DETAILS

M/s H.H Overseas - Delhi, India

April 2008- Present

Joined the company as purchasing and product development manager in 2008. Promoted to Chief Operation Manager in March 2009 to streamline the company's growing business. M/s H.H Overseas is an import and export company having its head office in Delhi, India and procuring goods from China, Hong Kong and Korea.

OPERATIONS, PURCHASING, PRODUCT DEVELOPMENT & QC MANAGER

- Streamlined operation processes and built a solid foundation by establishing new business policies and implementing necessary changes.
- Rectified integration issues piloting beneficial business changes that lead to profitable growth.
- Increased company business and revenues by introducing new products and by supplier base expansion.
- Managed target deadlines successfully for shipments by strategizing and upgrading the processes at each stage.
- Applied practical and cost control initiatives while expanding global business operations.
- Effectively managed key responsibilities of vendor development and vendor management in china and India.
- Boosted vendor performance standards by providing recommendations and solutions to achieve quality standards and timely deliveries.
- Introduced and implemented new strategies of achieving cost effective sourcing.
- Worked closely with sampling units of various factories to develop prototypes of new products.
- Seamlessly handled all issues pertaining to wholesale trade in Delhi as per consumer demand and market forecast & trends.

M/s SgT Asia - Shenzhen, China

Sept, 2007- March 2008

QC Manager (Leather Garment, Bags & Accessories)

- Created, trained & managed a team for inspection in leather goods and travel luggage.
- Increased quantum of business through customer care, new measures of inspection and personal canvassing that brought new customers to the company.
- Prepared guidelines of quality control for inspectors, factories & buyers

M/s Sydney Fe – Shenzhen, China**March 2006- July 2006**

This is a representative office of Betty Barclay Brand in China

Senior Q.A/QC Supervisor

- Independently handled shipments of Leather Garments & Accessories (both northern and southern parts of China).
- Responsible for quality control & developed measures to ensure European quality standards.
- Looked after complete workflow from sampling to final shipment.
- Conducted in-line & final quality audits to ensure exceptional standards.
- Approved/ rejected pre-production samples and ensured quality and color of all materials (including reinforcement) in conformity with the required standards.
- Worked with design team to make new collection as per the latest trends providing professional guidance for sampling to the manufacturing units.
- Provided new techniques and finishing inputs to the design team for upgrading.

BHARTIYA INTERNATIONAL LTD. China**March 2005- Jan 2006**

This is a reputed multinational company with offices in China and European countries. It works as an export house for leather garments and accessories.

Chief Coordinator (Production)

- Worked in Delhi/Bangalore offices and asked to coordinate production of their products for exports in various factories in China.
- Coordinated production of factories in Shanghai, HangZhou and Xingdeng.
- Ensured buyer satisfaction in maintaining strict quality control and adherence to production and delivery schedules.

M/s MIA, New Delhi**Jan 2003- Feb 2005**

This is a proprietary American unit of Leather Goods —Leather furniture for export. It was earlier based in Gurgaon.

General Manager (Leather hand bags, desk top accessories, gift items, home decoration items & leather furniture)

- Played a key role in setting up their entire manufacturing units in Delhi.
- Built up a team of professionals to lead exceptional growth in business of the company.
- All assignments were executed skillfully and successfully on time to the satisfaction of buyers, enhancing credibility that generated repeat orders for the company.
- Managed all activities pertaining to sourcing, planning, merchandising and quality control with a view to market quality products at competitive prices.
- Introduced new Designs and innovative concepts, which opened new fields for promotion of business.
- Introduced new varieties of leather-finishes to enable production of new and assorted range of products.
- Skillfully handled product costing that led to incredible enhancement of business.
- R & D work in all aspects was directed towards greater use of sophisticated techniques to improve quality, increase production and thereby volume of business.
- Collaborated with foreign designers/consultants and learnt new techniques. New designs were created by amalgamating foreign and indigenous concepts.

TINNA OVERSEAS LTD., New Delhi**Oct 2000- Dec 2002****Divisional Manager (Leather garments & Leather Hand Bags, Table top accessories,**

Belts & other Leather Accessories)

- Played a key role in putting up a new manufacturing of Leather garments and Leather goods unit.
- Executed product development of an exclusive range of garments & accessories according to the forecast requirements of European and American markets.
- Introduced new concepts of facilitated selection of designs by prospective foreign buyers.
- Skillfully controlled all activities from development to production of product.
- Developed new products and designs that garnered bulk orders for the company, which led to company growth.

M/s VIVAILDI, New Delhi

April 1998- Sept. 2000

Merchandising Manager / Product Development Manager (Leather Hand Bags & Table top accessories & other Leather Accessories)

- Boosted sales by securing orders with introduction of new buyers.
- Coordinated production of Leather garments for the first time supply to German markets.
- Introduced new methods and techniques of sourcing and production to increase profitability.
- Improved quality standards substantially.
- Worked in Sampling department to create new collections for various buyers

EDUCATION

1994–1996	NIFT - National Institute Of Fashion Technology	New Delhi
	▪ Postgraduate Diploma in Leather Gmt. Designs & Technology.	
	▪ Basic Sketching for Fashion Design.	
1991–1992	YWCA	New Delhi
	▪ Diploma in cutting Tailoring and Dressmaking.	
1989–1991	Delhi University	New Delhi
	▪ B.A., Psychology, Philosophy, English.	

OTHER PROJECTS

- Exhibition of **DESIGN COLLECTION** based on **New Leather Finishes** at Siri Fort, New Delhi.
- Exhibited a collection of exclusive designer Leather Purses in the exhibition held by Akshay Pratisthan at premises of Italian Embassy, New Delhi.
- Worked as a freelancer for various export houses providing technical professional consultancy / advice related to latest design and concepts and practices. I have completed recently a project for streamlining the functioning and Quality up gradation of the leather Garment Division of a manufacturing unit based in Bangalore.
- Gained experience of handling Shearling garments, fur garments and accessories.

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