

Overview and Skill Set

Entrepreneurial executive with jewelry, hard goods, novelty, and leather goods manufacturing experience across four continents seeking a sourcing/production/product management role in accessories to leverage the following areas of expertise:

- Strategic sourcing
 - New Country Sourcing and Supplier Development
 - Product Costing and Price Negotiation
 - Quality Assurance
 - Capacity Management and Planning
 - Commodity Management Implementation
 - Material and Social Compliance (CSR)
 - Product Packaging Development
 - New Category Division Creation
 - Accessories Design and Merchandising
 - Technical Design
 - Jewelry, Hard Goods, and Leather Goods Technical Knowledge
 - Process Flow Creation and Production Timeline
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Business Experience

Camuto Group

Director of Sourcing, Jewelry - New York, NY

Jan. 2017-Feb. 2021

Role

Drove the Product Development and Production process from receipt of the design specs through aesthetic and pricing approval for all branded and private label jewelry lines. Directed department sourcing strategy and source new suppliers as needed. Oversaw the production sampling process (CONF and TOP) to ensure brand standards are maintained in mass production. Directed material and physical testing to ensure all quality and material compliance requirements are met in production.

Highlights

- Created new role within a new division at Camuto Group. Relaunched Vince Camuto jewelry brand for Fall 2017 and Sole Society jewelry brand for Fall 2018.
- Created Camuto Group Jewelry Quality and Packaging Manual to establish clear quality guidelines. Partnered with Camuto Group Asia office to create a testing protocol and QC inspection process.
- Established a jewelry factory base for Camuto Group. Products sourced in China, Vietnam, Thailand, Peru, and India.
- Met or exceeded company profitability and margin targets each year during tenure.

Eddie Borgo

Director of Product Development and Production - New York, NY

June 2016-Jan. 2017

Role

Directed Product Development, Production, Costing, Quality, Compliance, Repairs, and Logistics for the Eddie Borgo luxury jewelry line as well as the company's multiple private label lines. Source product internationally in Asia as well as with USA suppliers. Led a team of two direct reports based in New York, NY, and ShenZhen, China, responsible for managing the product lifecycle from design spec through delivery of finished goods production in the USA.

Highlights

- Strategically resourced Eddie Borgo jewelry production to a new factory base to improve quality, pricing, and delivery performance.
- Expanded sourcing capabilities beyond China to India, Vietnam, and Thailand.
- Created China-based QC Team to replace third-party inspection agencies to tighten QC and lower company expenses.
- Resourced private label factory base to better support customer quality improvement initiatives.

Trebbianno LLC dba Showroom 35

Jewelry Product Director - New York, NY

Jan. 2012-Feb. 2016

Role

Directed Jewelry Product Development, Costing, Production, Quality, Social and Material Compliance, and Production Administration for all nine jewelry product lines – Cole Haan, Vince Camuto, Vince Camuto Signature, Louise et Cie, Botkier, BCBGeneration, Jessica Simpson, Nicole Miller New York, and Nicole by Nicole Miller. Led a team of eleven employees based in New York, NY, ShenZhen, China, and Qingdao, China; responsible for managing the product lifecycle from design spec through delivery of finished goods production in the USA.

Highlights

- Sourced and transitioned factory base to improve product quality, add new technical capabilities, and to better support costing initiatives. Product sourced in China, Vietnam, India, Peru, and United States.
- Secured over \$75,000 in duty savings from 2014-2016 by sourcing production in countries with duty-free exports to USA.
- Supported 200% increase in jewelry unit volume from 2011 through 2013 calendar years.
- Improved Purchasing Wholesale Gross Margin by 4% for jewelry division through 2014 calendar year shipments.
- Established a Jewelry Product Development and Production team in South China to partner with New York office.
- Restructured New York Jewelry Team to improve efficiency and quality of work, add Product Development expertise, and to clearly define work processes.
- Successfully expanded the jewelry division's brand portfolio from 3 brands to 9 brands from 2012 through 2015.
- Created the Trebbiano Jewelry Quality and Inspection Manual and Trebbiano Handbag and SLG Hardware Quality Guideline to establish a clear quality standard for use in development and finished goods production.
- Initiated a material compliance testing program and established a Restricted Substances List (RSL). Successfully supported product distribution expansion to EU and China in 2013 by updating and implementing new material compliance requirements.
- Partnered with IT Department to create an online Jewelry Vendor Portal to improve communication of brand standards, logistics manuals, and company policies to jewelry factory base.
- Designed and merchandised Men's Jewelry and Accessories for Cole Haan Fall 2015 through Holiday 2016 collections.

Coach, Inc.

Manager - Jewelry and Key Fob Production/Costing - New York, NY

May 2010-Jan. 2012

Coordinator - Jewelry and Key Fob Production/Costing - New York, NY

Oct. 2008-May 2010

Role

Managed production and costing responsibilities for seven unique businesses within Coach – Jewelry, Women's and Men's Full Price Key Fobs, Women's and Men's Factory Store Key Fobs, and Reed Krakoff Jewelry and Key Fobs. Strategically sourced product at service providers in Asia, Europe, South America, and the United States, to achieve aesthetic, quality, delivery, and costing goals.

- *Production* - Drove product development timeline and raw material sourcing to ensure on-time finished goods delivery.
- *Costing* - Developed and implemented costing strategies from design concept to order finalization to obtain target gross margins.
- *Quality Assurance* - Owned Confirmation and Top of Line sampling process by reviewing samples with Design and Product Development partners and communicating workmanship standards for production to service providers.
- *Product Packaging* - Created packaging for each product to ensure safe transportation to point of sale.

Highlights

- Negotiated and secured costing agreements for \$20.5 million in purchase order dollars for a 64.5% wholesale margin in FY11.
- From FY10 to FY11, set production workmanship standards, packaged, and delivered a 32% increase in production units for Newness Replenishment at a 95% on-time delivery rate.
- Reviewed Confirmation and TOL samples for over 700 unique SKUs in FY11 to establish workmanship standards in production.
- Created Reed Krakoff Jewelry and Key Fob Operations Manual to establish an efficient process flow for commercialization of product for a new brand extension supported by minimal head count and resources.
- Created and implemented new costing processes for key fobs to create efficiencies and identify additional costing opportunities.
- Created a Jewelry Inspection Manual to establish standards and guidelines for third-party Inspectors to use during inspections.
- Coach "In The Bag" Award for Exceptional Work Performance.

Coach, Inc.

Jewelry Production/Costing Contractor - New York, NY

June 2008-Oct. 2008

Handbag/Small Leather Goods Production Contractor - New York, NY

April 2007-June 2008

- Represented the Production Department at a daily Confirmation Sample Review Meeting with Quality Assurance Department and communicated all comments to service providers or Coach satellite offices.
- Prepared and analyzed daily SAP production reports to identify any commercialization and delivery challenges.
- Determined raw material yields for Special Project Handbag lines and forwarded information to Materials Management teams.

Professional Development

Fashion Institute of Technology (FIT) – School of Continuing Studies – New York, NY

Sept. 2011–Dec. 2020

- Completed courses in the following areas of study:
- Negotiation Skills

- Finance
- Effective Managing for Product Developers
- Costing
- Money Management and Accounting
- Sustainable Raw Material Sourcing

- Global Security and Social Compliance
- Branding
- Adobe Illustrator (Level 1 + Jewelry Technical Design)

Intertek Testing Services - Hong Kong

2011

- Trained by Intertek at Hong Kong Laboratory in the following areas
- Testing processes and standards for jewelry, textiles, and leather.
- Current and future testing requirements for the United States, Europe, and China.

Education

Graduate Pearls Diploma – Gemological Institute of America (GIA) – New York, NY	Oct. 2011–Jan. 2012
Master of Music - Opera Performance - McGill University – Montréal, Québec, CA	Sept. 2002–Apr. 2005
Bachelor of Music - Voice Performance - University of Texas at Austin - Austin, TX	Aug. 1998–May 2002