

CLEMENT LEUNG

865 Wearimus Road - Washington Township, NJ, 07676

917.587.2373

cleung5s@gmail.com

Profile

A passionate leader with excellent communication skills and a successful track record of production & sourcing management, merging & acquisitions, licensing and international distribution. Has over 25+ years of extensive knowledge of the full product cycle and keeps current with economic and retail environments. Known for sound fiscal and operational management, strategic partnerships and acquisitions resulting in solid profitability, ability to reduce costs by international supply chain and optimize workflow for margins.

Professional Experience

MANAGING PARTNER, LION ROCK BRANDING:

2018-Present

- Consulted SK USA, Inc to doing brand evaluation, China consumer research and market sustainability task for Alice & Olivia, Rag & Bone, Zadig & Voltaire, John Varvatos, Fabletics & Anti-Social Social Club
- Assisted CICC US Securities & Neuberger Berman to help Marquee Brands reposition and reconfigure brand strategy for Asian markets
- Organized and linked omni-channel retail partnership for Century 21
- Researched licensing and franchising opportunity for Iconix group

CHIEF OPERATING OFFICER, INOTEX:

2013- 2018

- Partnered with Jiangsu Lianfa Textile Co., Ltd., a publicly traded company with an annual turnover of \$850 million and formed the wholesale arm of Lianfa Textile as Inotex LLC USA
- Acquired license for TailorByrd Sport and distributed to Bloomingdale's Outlet, Nordstrom Rack, Century 21, Beall's, BCF, TJ Maxx, Ross Stores, Overstock, Rue La La, and Zulily
- Built private label programs for The Children's Place, Macy's, Footlocker, Jimmy Jazz, JcPenney's, Target, Hudson Bay Corporation
- Expanded the OEM business for Ben Sherman, Parigi, Standard and Grind, American Outdoorsman, Greg Norman, Tailorbyrd Classic
- Brought in the China brand James Kingdom to distribute in Burlington Coat Factory and TJ Maxx

MANAGING DIRECTOR OF GLOBAL BRAND DEVELOPMENT, TRIPLE 5 SOUL

2009 - 2012

- Produced sales volume of 50 million (US) and 35 million (Canada) for Triple Five Soul
- Responsible for revamping distribution channels to ship to department stores including Nordstrom, Neiman Marcus, Bloomingdales, Bloomingdales Outlet, Saks Fifth Avenue, Off Saks, and Century 21
- Built brand identity and promoted brand recognition to national audience through heavy marketing initiatives - from social media to trade shows, music and movie collaborations
- Curated events and pop up stores across the United States (mainly big cities such as NYC, Philadelphia, San Francisco, etc.) to promote brand awareness
- Licensed out the Brand to expand in different categories including shoes (by Wolverine) bags (by GMPC) small leather goods, hats, scarves, electronic cases/covers, etc.
- Created the moderately priced junior line, T5S (by Triple Five Soul) to distribute exclusively to Kohl's and JcPenney's in 2011

CHIEF OPERATING OFFICER, OCEAN STAR APPAREL

2003 - 2009

- Created and developed Ocean Star Apparel, which is owned by Fountain Set - one of the largest knit mills in the world with an annual turnover of 1 billion USD
- Increased company's net worth, which totaled near \$40,000,000 USD for private label business for distribution channels, delivering to such popular retail stores as The Children's Place, JcPenney, Kohl's, QVC, and Mother's Works
- Launched the Vinyl Art line from known artist Keith Poon, Artist Proof

- Exclusive manufacturer of Triple Five Soul
- Generated sales volume of 40-45 million (domestic - including Urban Outfitters, Metropark, Tilly's, Zumiez Pac Sun, Jimmy Jazz, Against All Odds, DTLR, Buckle's) and 35-40 million (internationally – 2000+ boutique stores plus regional flagships) for Triple Five Soul
- Conceived and developed the concept stores for the brand and established flagship retail locations in 17 countries including Hong Kong, Taiwan, Macau, Italy, Japan, Korea, Germany, England, Canada, etc.

EXECUTIVE VICE PRESIDENT OF GLOBAL SOURCING AND PRODUCTION, AMERICO GROUP

2000 – 2008

- Credited with personal contributions (strategy, finance, operations, business development) to grow in private label sector in Walmart, Kohl's, JcPenney's, Sears, Steinmart, Dillard's, Burlington Coat Factory, Ross Stores, Dollar General, etc. from \$110 million in 2000 to \$375 million in 2008
- Improved bottom line profit margin from low 20's to mid 30's by implementing global integrated supply chain strategies through centralizing fabric supplier, trim suppliers, manufacturing vendors, freight forwarding, lab testing and sampling facilities
- Expanded market reach and brand recognition by initiating and leveraging relationships with high profile strategic business partners such as And 1, Sean John Loungewear, Body Glove, Ice Wear by Ice T, Bugle Boy Mens and Kidswear, Mountain Dew and Pepsi clothing lines.
- Developed international subsidiaries in Turkey, Peru and China
- Awarded Walmart Vendor of the Year in 2003 and 2006 for Men's Knits category

VICE PRESIDENT OF SOURCING, WARNACO GROUP

1997-1999

- Contributed to the corporate structure of price/dollar share value up to the company's peak record of \$1.6 billion dollars in 1998
- Leveraged professional reputation contacts worldwide to build and grow a successful international division. Configured and expanded Calvin Klein Jeans recognition and exposure to the Asian market distribution
- Performed in-depth analysis of operations, identified deficiencies and risks, and presented recommendations for restructure for the Hong Kong office
- Developed international subsidiaries in Turkey, Peru and China
- Created and directed the complete overhaul of the manufacturing matrix to implement new systems, technologies and processes to improve profit margin from 23.6% in 1997 to 38.9% in 1999

FISHMAN AND TOBIN, DIRECTOR OF SOURCING AND PRODUCTION

1991-1996

- Credited with explosive growth in import sales and increased worldwide revenues from 0 dollars (1991) to \$76 million in FOB value by 1996
- Maintained key sales relationships with key private label companies including TFW,
- Supported licensing product and sourcing on children's wear division including brands, such as Sean John, Liz Claiborne, Arrow, Perry Ellis, Izod, Disney, Warner Brothers and Penguin
- Formed and established an import/export department to reduce domestic manufacturing in Philadelphia and 806/807 Operations in Dominican Republic
- Repositioned company to global sourcing to China, Turkey, Thailand, India, Cambodia, Lesotho, Pakistan, Kenya and Vietnam
- Built subsidiary offices overseas in China and Turkey

Education

Boston University, BA in Business Administration — 1990