

Executive Leader – Consumer Goods

15+ years' success leading development and implementation of retail and e-Commerce operations for high-profile corporations.

An exceptional Executive with notable expertise managing global operations for high-profile corporations and industry leaders. Highly skilled in developing and executing global business strategies to drive continuous growth and development in retail operations. Adept in governing P&L Management including Balance Sheet and Cash Flow statements, in addition to controlling operating costs and expenses, and managing development and expansion of Omni-channel, retail, and e-commerce footprint in domestic and international markets. An expert in establishing and maintaining business relationships with distribution partners, commercial, retail, and merchant banking organizations, suppliers, and property management companies. Experienced and articulate communicator with the ability to collaborate with C-Level executives (client and internal stakeholders) to develop strategies on establishing and spreading brand awareness and increasing sales and revenue potential across all verticals. Accomplished leader and mentor with proven success co-founding and establishing brand products and retail operations as well as building an e-commerce platform from the ground-up for the governing body of an elite sport association. Proficient in driving development of a productive and fluid working environment; coordinating with employees at all levels of the company, understanding and embracing diversity in each individuals' culture and experience, and designing policies and procedures that promote cross-collaboration, encourage continuous growth and development, and provide an atmosphere geared towards strengthening team effectiveness and consistent delivery of quality products and services.

Highlights of Expertise

- Strategic Planning & Analysis
- Distribution & Supplier Relationship Management
- Software Implementation & Optimization
- Full Life Cycle Project Management
- Contract Negotiations / Development
- Supply Chain Management / Logistics
- Benefits Management / P&C Insurance
- Retail, Wholesale, E-commerce
- Real Estate Acquisitions (Purchase & Lease)
- Retail Procurement and Sourcing
- Service-Level Agreement Development
- Management Development Programs
- Multimillion-Dollar P&L Accountability
- Regulatory Compliance
- Merchandizing / Inventory Control
- New Business Development
- Clothing | Apparel | Wearable Accessories
- Real Estate Management | Aviation | Maritime

Career Experience

U.S. POLO ASSN. RETAIL (USA)

Co-President & EVP - Retail & E-Commerce N.A. (Jun 2019 — December 2021)

Direct Business to Consumer (B2C) Omni-channel merchandising and operations for North America (USA & Canada) including sourcing, securing, and negotiating contracts for retail spaces, and establishing business relationships and partnerships with North American management companies like Simon Properties, Macerich, Tanger, Taubman, Ivanhoe, Vornado, GGP, Citadel, Newmark Knight & Frank, and Triple Five Group (American Dream / Mall of America). Instrumental in all aspects of product development lifecycle including product design, international product development and management, and supply chain. Inventory manufacturing, planning, and fulfillment. Finalize and approve leasing agreements, establish and manage project plans and store build out, and govern physical plant from vanilla box to full-fixturing with complimentary technology. Secure subleasing/subdivision agreements with smaller retailers to maximize ROI on deals. Own P&L accountability including COGS, above the line revenue, Balance Sheet, Income and Cash Flow Statements with total Revenue & Asset Value Managed in excess of \$5B.

- Key decision maker in all areas of business including Real Estate, Shipping, Legal Compliance, Insurance Risk Management, Information Technology/Information Systems/MIS/Software Programming, ERP, POS, Security, Financial, Design, Production, Import, Distribution, Sales, and Hospitality systems, Employee Benefit Management, Payroll Systems, Merchant & Retail Banking, and Warehousing & Distribution.

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- Effectively launched and managed full COVID-19 response, reconciliations, and remediation including developing and implementing Disaster Recovery and Business Continuity plans to ensure long-term stability for retail and e-commerce operations. Avoided bankruptcy by renegotiating all leases, and implementing a return to profitability after COVID within 6 months.
- Maintained 20% Internal rate of return (IRR) on ~\$1.2B Net Sales for North American operations since inception.
- Established and managed the company's North American merchant banking portfolio from inception for all conglomerate entities including Apparel, Aviation, Ecommerce, Hospitality, Maritime, Retail, and Wholesale.
- Collaborated with CFO and Controller (CPA) to maintain borrowing base on inventory and assets.
- Built and maintained effective partnerships and relationships with major financial institutions including Bank of America, Chase, Citigroup, and Wells Fargo.
- Successfully planned capital improvements and acquisition of depreciable and amortizable assets including real property, equipment, software, and hardware.

EVP - Operations (Aug 2008 — Jun 2019)

Founding member of the retail operations for U.S. Polo Assn. including developing US Polo Assn. e-commerce for North America. Collaborated with Owners, Investors, C-Level Department Executives, Principals, and other business stakeholders in strategy development, mitigation plans for production timing, development, and fulfillment issues. Managed total revenue and assets in excess of \$5B, and drove all processes associated with domestic supply chain management including Brick & Mortar retail locations, website development and functionality, and establishing a centralized distribution operation. Coordinated with enterprise stakeholders (real estate, aviation, maritime, and international ventures, individual partners, owners, and investors) to ensure contracts, terms, and third party agreement align with company guidelines, and industry standards. Researched and identified optimal store locations according to market trends and product availability, and managed store development, build-out, and finalizing leasing agreements. Designed and implemented the corporate distribution strategy including engaging third-party distribution resources and developing effective partnerships in favorable markets. Managed internal audit procedures for procurement and compliance processes and all aspects of purchasing worldwide including distribution/transportation, location management, IT/Technology procurement.

- Sourced, negotiated, and secured P&C insurance to cover all operations, and advocated the transition from fully-insured to self-insured health care benefits which resulted in a 20% annual savings.
- Instrumental in the selection, implementation, and management of all software, hardware, and technical processes including POS, ERP, merchandising, planning, CRM / CDP Initiatives, and HRIS (Payroll Systems).
- Established all policies and procedures associated with Human Resource Management, Product Development, Operations, Third-Party Suppliers and Vendors.

JORDACHE ENTERPRISES, INC

EVP, Operations and VP of Logistics & Purchasing (Jul 2005 — Dec 2021)

Owned all facets of Domestic and International Procurement Directives including sourcing, securing, and managing third party partnerships, performing contract negotiations and approvals, governing a \$500M+ operating budget, and establishing and monitoring Service Level Agreements (SLAs) to ensure quality and consistency in services provided. Developed and maintained an internal auditing schedule to ensure compliance with company standards and industry best practices. Analyzed legal obligations for domestic and international operations, and conferred with legal department to confirm adherence to appropriate legislation, including tax and labor laws. Designed and implemented internal processes to govern B2B operations, focusing primarily on Supply Chain and Logistics.

- Collaborated with IT management to source, identify, and capitalize on new technology and technical upgrade opportunities, and managed associated implementation projects to ensure system availability to support daily operations and special initiatives.
- Renegotiated contracts and agreements pertaining to volume and mode of transportation, which resulted in a 15% decrease in overall freight expenses.

- Leveraged the company's Supply Chain/Logistical Control Department to monitor manufacturing compliance with Jordache requirements and expectations.

Compliance Department Manager (Jan 2003 — Jun 2006)

Spearheaded initiative to streamline Supply Chain B2B communications using intranet and extranet mediums, and additionally enhance internal communications to increase productivity and overall efficiency. Managed a \$250M operating budget with emphasis on Assets, Revenue, and Spend. Performed routine supplier evaluations to assess overall performance metrics including quality, timeliness, and compliance according to predetermined Service Level Agreements (SLAs). Additionally, conferred with suppliers on areas of improvement to maintain tight cost controls and maximize operational efficiency.

- Successfully decreased overhead expenses by ~7% NOI EBIT by reviewing wholesale customer requirements and implementing improvements to ensure on time completion of final deliverables.
- Achieved supply chain excellence by strengthening B2B communications using intranet and extranet platforms.
- Effectively support shrink minimization efforts, enhanced safety awareness, and updated management on existing trends on sales and inventory data, by developing and delivering detailed reports and analysis.

Purchasing & Procurement Officer (May 2005 — Jul 2005)

Managed procurement operations throughout North America, encompassing all areas of business including HR, Office Operations, Contracts, and other business functions, ensuring compliance with company standards. Analyzed existing policies and procedures, and updated accordingly to adhere to changing industry standards, business development, and company culture. Sourced, reviewed, selected, and managed vendor relationships including negotiating and finalizing prices, contracts and agreements, and finalizing terms to secure new business. Monitored logistics to identify bottlenecks, and other supply chain issues, and coordinated with management to develop and implement solutions to minimize production impact. Routinely visited national and international locations to assess onsite business concerns and implement improvements to streamline operations. Enhanced employee relations efforts by developing motivation strategies and internal contests. Drafted and delivered weekly, monthly, quarterly, and yearly reports on purchasing operations.

- Drove strategic initiatives to engage brokerage and effectively manage the company's employee benefits portfolio.
- Secured a \$10M savings within a 6-8 month period by identifying critical procurement issues, renegotiating contracts, and implementing changes to enhance efficiency.
- Led and maintained \$1B in product revenue per year via supply chain fulfillment operations.
- Controlled a \$50M operating budget including spend, assets, and revenue. Managed all aspects of company procurement encompassing all HR, Office Operations, Contracts, and other business functions, ensuring compliance with company standards.
- Effectively implemented necessary process improvements that yielded a reduction in average purchasing-cycle times by 300% (time savings);

Additional Experience

Create Department Rep – Viacom Outdoor

Intern – U.S. House of Representatives

Education & Credentials

Bachelor of Science - Business | City University of New York