

Katie S Burnie

Career Summary

Over 15 years of experience in the consumer goods industry with Leadership in Program Management, Sourcing Strategy, Vendor management, Contract Negotiation, Procurement and Product Development. Created raw material matrix and vendor compliance standards to mitigate risks while reducing costs 18%. Created process mapping and workflow within sourcing strategy to help my team meet a 98% on time delivery for production. Leader and program manager in specialty projects including commercializing new implementation procedures in supply chain management.

Experience

2021-current **SquadLocker** Warwick, RI
Director of Procurement and Merchandising

- Lead both internal and external procurement for the business
- Negotiated 3% savings within my first 90 days along with 4% rebate structure for segment growth
- Created a margin target strategy to help save 7% which supported a 3% growth in revenue
- Launched Vendor Compliance policy which helped improve OTIF and Vendor's KPIs by +30%
- Launched good, better, best merchandising to increase demographic as well as support a sales growth of +40%

2019-2021 **CVS Health** Woonsocket, RI
Manager of Product Purchasing in IQ Purchasing

- Conduct RFP/RFQ and Vendor Assessment for both Cardinal Health and CVS Health in Digestive Health (Captured Savings of 55% in 2020)
- Created a Packaging Initiative to save both CVS Health and Suppliers 25%-50% through negotiating a pricing matrix with a CVS nominated packaging supplier while reducing leadtimes significantly
- Produced Bill of Materials Program with IQP suppliers to determine cost component breakdown and country of origin information per product
- Built a commodity tracker for the Front Store Team which enables CVS cross functional team with market data to validate cost increases/decreases from suppliers (to date has helped mitigate cost increases up to 10%)
- Launched an at Risk Report to provide CVS Leadership insight into supplier disruptions in raw materials, labor and transportation. The report has helped the business team mitigate out of stock challenges
- Manage supply chain strategy and vendor performance KPI matrix
- Created an Internal Joint Purchasing Program to save CVS up to 22% on internal corporate purchases from outside vendors

2017-2018 **DXL Group** Canton, MA
Director of Global Sourcing, Technical Design and Quality Assurance

- Led, Managed and Oversaw Design and Technical Design Team, Quality Assurance Team and Textile Design Team.
- Managed and maintained workflow with vendors to ensure on time deliveries for both sampling and production.
- Managed cost matrix and budget for a my teams and external vendors
- Built supply chain transparency with vendors through mill and trim nominations throughout DXLG supply chain
- Built and maintained DXLG vendor manual and quality standards. Worked to re negotiate test package pricing for DXLG as well as vendors to reduce costs by 16.5%.
- Created Fit strategy/marketing story through streamlining sloper development to help reduce fit samples by 45%.
- Support business development in our Wholesale business with Major Retailers through onboarding new vendors and educating new partners on business practices.

2016-2017 **New Balance** Boston, MA
Sr. Sourcing/Product Development Manager

- Managed sourcing/product development team for Women's Performance, Studio, Bras. Sourcing/Development Lead for Men's and Women's Lifestyle.
- Led Business Development for Seamless product for all categories. Specializing in yarn technology, stitch construction, dyeing and finishing. Launched new yarn innovation for Running Apparel. Grew Men's business 30% in annual units through creating an investment plan with the factory to purchase larger machines.
- Responsible for material sourcing, testing and bulk fabric price negotiations. Created Global material strategy for apparel by reducing bulk fabric leadtimes by 30 days through platforming raw materials.
- Responsible for cost negotiations for my categories with vendors. Negotiated down costing in my categories 25% which resulted in growing the Women's business 17%.
- Responsible for vendor partnership and onboarding new factories/mills including business development.

2015-2016 **Dorel Juvenile** Foxboro, MA
Sr. Softgoods Engineer/Sourcing Strategy

- Engineering/ costing of softgoods on hardgoods (2D and 3D modeling)
- Standardized tech packages throughout vendor base which led to a reduction in sampling as well as consistency across multiple vendors
- Program and Project Management for Softgoods
- Created new vendor base for foams and water based adhesives for sustainability initiative as well as created Oeko Tex 100 certified softgoods
- Component sourcing, costing, testing and finished product launch
- Researched and created patent drafts for my team prior to product launch
- Proposed and Implemented 3D software program which helped reduce sampling by 90 days

2008-2015 **Massachusetts College of Art** Boston, MA
Adjunct Faculty Member

- Taught a Marketing/Product Development course
- Advise students on internship opportunities
- Advise chair on programs to help build students skills for industry

2013-2015 **Adidas Group/ Reebok** Canton, MA
Sourcing/ Product Developer Manager for Trims, Lifestyle and Women's
▪ Trim Development, Trim Sourcing, Trim Approval (Quality, Cost and Color) and Trim Allocation
▪ Compliance lead for the SLD Division. Implemented and trained factories on AO1 chemical testing. Factories compliant within 6 months.
▪ Responsible for factory allocation and vendor onboarding
▪ Responsible for developing business relationships with vendors
▪ Costing and negotiation with factories, mills and trim suppliers
▪ Created Screenprint matrix for costing regionally with vendor capabilities
▪ Project lead for cross functional team's development
▪ Calendar, sample, capacity and production planning
▪ Created new vendor matrix within my categories to grow the business
27%

2012-2013 **Reebok** Canton, MA
Sourcing/Product Developer Manager for Outerwear and Specialty Collections
▪ Project Management, vendor management and onboarding
▪ Precosting and final price negotiation with factories/mills
▪ Market research in technology and competitors. Was able to resource down alternative to prevent decline of sales during bird flu epidemic.
▪ Liaison between cross functional teams and vendors
▪ Sample and production/capacity planning for fabric, trim and garment
▪ Calendar planning and execution for fast fashion and specialty ranges
▪ Led, sourced and developed a collection for Alicia Keys outside of Reebok's vendor base (textile/trim) and led project launch

2011-2012 **Reebok** Canton, MA
Sourcing/ Development/ Project Manager for Advanced Concepts
▪ Created Sourcing and Development Strategy for Innovation Apparel
▪ Managed factory in Asia to commercialize new technologies created in RAC
▪ Fabric Development, Sourcing, BOM management and Testing
▪ Created wear test protocols and data measurements for commercialization
▪ Market and patent research in technology and new textile developments
▪ Onboarded and trained new vendor base (textile/trim) to support innovation needs
▪ Program, calendar, sample, capacity, and budget planning

2007-2011 **Adidas Group/Reebok** Canton, MA
Technical Apparel Designer/Material Sourcing
▪ Created tech packs and standards for the construction of garments
▪ Sourced and created new material/trim innovations for leagues
▪ Created new fabric/trim initiatives for NFL/NHL. Created test standards with Natick Labs for new textiles for the NFL/NHL.
▪ Worked on task force to onboard PTC to service business needs
▪ Created test standards for Promo and inline embellishments
▪ Led project for new domestic embellishment and screenprint techniques

	2007-2004	Kmart/ Sears	New York, NY
		<u>Freelance Associate Designer in Kids</u>	
		<ul style="list-style-type: none">▪ Researched local market for trends and inspiration▪ Designed and created initial tech pack in Illustrator/Photoshop▪ Follow up on sample artwork submits and lab dips▪ Updated specifications, BOM and sketches in Web PDM▪ Trained cross functional teams on Web PDM and system upgrades	
	2002-2004	Priscilla of Boston	Boston, MA
		<u>Supervisor of Patternmaking Department and Technical Designer</u>	
		<ul style="list-style-type: none">▪ Created custom wedding gowns for Product Development & Production▪ Created size and length standardizations for garments▪ Worked to create pattern standards in overseas factories▪ Created new CAD workstations along with upgrades on Lectra software	
Education	1998-2002	Massachusetts College of Art	Boston, MA
		<ul style="list-style-type: none">▪ Bachelor of Fine Arts with concentration in Fashion Design	
Skills	Project Management, Gap Negotiation Training, WebPDM, PLM, Illustrator, Photoshop, Patternmaking, Microsoft Office, Textile and Material Manufacturing and compliance standards, AATCC/ASTM/ISO test standards and US customs requirements		