

ROBERT ROTHBAUM

(561) 789-5644
Delray Beach, FL 33446
rdrothbaum@gmail.com

EXECUTIVE MANAGEMENT

**Leadership • Business Strategy Planning & Negotiation • Global Partnerships •
Team Builder Valuing Workforce Diversity • Lean MFG & Continuous Improvement • Vendor
Relationships • Supply Chain & Sourcing Subject Matter Expert • Product Development • Budget
& Sales Forecasting • Merchandising & Sales Strategy • 3PL Oversight • Financial Acumen •
M&A Evaluation & Integration • Bilingual in English & Spanish**

Resourceful, strategic, and entrepreneurial Senior Executive with a 20+ year proven track record of pioneering operational and sales initiatives in the field of apparel manufacturing for both Fortune 500 corporations and privately owned businesses. Inspired leader grounded in integrity and high ethics, promoting company culture and high morale. Coach and mentor, able to identify, recruit, grow and retain top talent. Relationship builder who develops and maintains global partnerships and a deep knowledge of the sourcing and manufacturing landscape. Analytical thinker who evaluates data to drive innovation and inform decision making. Visionary, able to plan and adapt with foresight for growth, productivity, and profitability.

EXPERIENCE

Val d'or Apparel, LLC, - CEO / Co-Owner

Coconut Creek, FL | August 2006 - April 2022

- Successfully grew business from \$10.5MM to \$38MM net sales, and \$300K to \$2.1MM EBITDA.
- Exceeded launch expansion projections by 80K square feet and increased worker headcount by 75% in order to expedite the transition of the entire production capacity from Jordan to Haiti.
- Negotiated and executed \$8MM sale of the assets of the business to Sri Lankan apparel manufacturing conglomerate.
- Transferred the 2,200-member workforce to acquiring company resulting in a \$1MM premium and reducing training time by 1 year.
- Imported and assembled a team from scratch, recruiting talent from Asia, Middle East, and other Central American countries to efficiently manage and grow the Haiti operation's productivity.
- Saved 25% on overall manufacturing cost, and 2-3 weeks of transit time to US market, by transitioning production capacity from Jordan to Haiti.
- Restructured and transformed the business to sell PPE to keep two factories running and all 1,200 workers employed during the global pandemic and international supply chain crises.
- Recognized end-of-year as the optimal time for factory closing due to Haiti's government, economic and social infrastructure's rapid deterioration.

Val d'or Inc - Vice President

New York, NY | July 2002 - July 2006

- Strategically increased revenue from \$1.5MM to \$10.5MM, improving manufacturing efficiency by 25% and reducing costs 40% through streamlining the operations to undergarment production only.
- Responsible for the operational execution of the firm's start-up factory in Jordan, hiring the general manager, management, and indirect workers.
- Developed and implemented the marketing and sales strategy for the Jordan facility.
- Created relationships to secure lucrative manufacturing contracts for the Jordanian plants with several well-established and highly recognizable national apparel brands.

PREVIOUS EXPERIENCE

Kellwood Company - Director of Sourcing Strategy & Project Management

- Recruited to conduct financial analysis to assess the viability and cost competitiveness of the company's aging production facilities.
- Analyzed cost of closing, concluding a \$MM savings by divesting the company's self-owned manufacturing facilities and outsourcing production; presented to CEO and BOD.
- Created alternative global sourcing strategies, partnering with BOD member charged with the responsibility of modernizing the firm's manufacturing arm.

Sara Lee Branded Apparel - Director of Sourcing, Mens and Boys Underwear & Loungewear

- Created and established the Sara Lee Underwear Global Sourcing Department.
- Hired and trained a team to outsource full-package knit and woven underwear and loungewear programs under the Hanes, Champion and Ralph Lauren Polo brands.
- Identified and partnered with low cost, strategically located global suppliers in the procurement of 50+ product groups consisting of 2,500 SKUs supporting \$65MM in annual FOB sales.

EDUCATION

Master of Business Administration, University of Miami Graduate School of Business, Coral Gables, FL
Concentration in Finance & International Business.

Bachelor of Arts, Tufts University, Medford, MA

Double Major: Political Science and Spanish. Minor in Latin American Studies.

Additional Info:

- Board Member, American Apparel and Footwear Association
- Advisory Board Member, University of Miami Business School's Latin American and Caribbean Initiative
- Board Member, Caribbean-Central American Action. 2015-2018