

Jaye Brown

Successful track record in apparel product management including product development, supply chain management, and building strong customer relations. **Thrives** in deadline-driven environments. Extremely organized, efficient, and resourceful. **Accepts** responsibility and execute plans into profitable actions. Open to freelance | contract opportunities.

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SKILLS AND EXPERIENCE OVERVIEW

Product Management | Strategic Planning | Problem Solving

- Adaptive product manager with line development experience in men's tailored, childrenswear, outerwear (men's and women's), baby layette, cold weather accessories, baby bedding and hardline accessories.
- Best practices, such as weekly cross-divisional development meetings, software implementation, and use of computer tools, established to facilitate information share across company divisions.
- Directed development and production efforts for mass, moderate, bridge, and private label lines including Walmart, Target, JCPenney, Kohl's, Macy's, DKNY, Perry Ellis, Gap, and Club Monaco.
- Managed pre-production development including print, fabric, trim, fit, as well as production approvals, line sheet development and BOM creation for 150-200+ seasonal sku counts.
- Responsible for product branding, labeling, and packaging approvals.

Supply Chain Management | Detail Mastery | Organization

- Led successful implementation of company's direct-ship program with JCP private label program.
- Strong, savvy negotiator partnering with vendors to exceed company margin goals and delivery deadlines.
- Established department practices which simplified development process (emphasis on shorter lead times) including merchandising time tables, production calendars, as well as vendor matrix and development tracking systems used in cross-functional planning and pre-production development.
- Pro-active communication with overseas vendors on production concerns; troubleshooting to insure on-time delivery schedules.
- Established company-wide quality control standards with VP of Quality Control (Carter's).
- Developed quick-turn print process and devised sampling process to insure on-time sample development for Walmart sales meetings.
- Negotiated fabric, leathers, and trim prices; vendor booked based on costs, lead times, capacities, and supplier scorecard.

EXPERTISE

Leads process initiatives related to timing, profitability, quality control, approval status, and cost efficiencies.

Strategic process development geared to streamline supply chains up to 50%.

Technical knowledge in knit and woven fabrication, garment construction, specs and fit, print processes.

Identifies negatives and directs into positive-driven solutions; champion profitable innovation.

Strives toward lean manufacturing operations and efficient management of production cycles.

Controls margin goals with materials costing, vendor allocation, and product engineering to generate 50K-100K in monthly retail sales.

Prepares presentations, generates reports for executive-level management; ensures full quality compliance and maintains tight deadlines.

Hands on team lead.

Account Management|Customer Relations|Communication

- Spearheaded new account development, championing positive collaborative customer relationships helping to increase sales by \$10 million.
- Transformational management style established with product managers for development and professional growth.
- Collaborated with sourcing teams on merchandising and production calendars; production approvals; and maintaining shipping schedules.
- Established 2.5 million dollar account due to providing transparent communication, savvy supply chain management and developing strong customer relations.

EMPLOYMENT HISTORY

Fashion Freelance Works!, New York, NY— Freelance Product Manager
January 2013 - Current

Hybrid Apparel, Cypress, CA — Senior Product Developer
October 2013 - March 2015

Fashion Freelance Works!, Los Angeles, CA— Senior Product Manager
January 2013 - October 2013

Art Institute of California-San Diego, CA — Academic Director, Fashion Design and Fashion Marketing Programs
September 2009 - September 2012

Paris Accessories, New York, NY — Senior Product Manager
March 2008 - January 2009

Carter's, Atlanta, GA — Product Manager
November 2004 - June 2007

SGA, New York, NY — Senior Merchandising and Production Coordinator
October 2002 - November 2004

Kids Headquarters, New York, NY — Assistant Product Manager
June 2000 - October 2002

Lanier Clothes|Oxford Industries, Atlanta, GA — Account Administrator
January 1998 - March 2000

EDUCATION

University of Georgia, Athens, GA — *MSFCS, Textile Science, 1995*

University of Georgia, Athens, GA — *BSFCS, Fashion Merchandising, 1993*

SKILLS SUMMARY

Product Development

Vendor Negotiation

Mac and PC Experience

Deadline Driven

Vendor Compliance

A/S 400 ERP, PDM, and PLM

Supply Chain Management

Pre-production Planning

Strong Communication Skills

Strong knowledge of Microsoft Office and Adobe Suites

Costing

Manage Mass Merchant and Specialty Store Accounts

Line Development

Textile Expert

Overseas Travel