

Jaye Brown

Thrives in deadline-driven environments. Leads successful business operations including product development, production, and costing. Organized, efficient, and resourceful. **Emphasis is** on lean, responsive, and agile business practices. **Accepts** responsibility and will execute plans into profitable actions.

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SKILLS AND EXPERIENCE OVERVIEW

Product Management|Strategic Planning|Business Strategy

- 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.
- Assessed projects, researched customer business strategy and created customer-focused messaging for presentations and demos.

Supply Chain||Process Development|Cost Negotiation

- 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 matrices and development tracking systems used in cross-functional planning and pre-production development.
- Proactive 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 sales meetings.
- Negotiated fabric, leathers, and trim prices; vendors 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 and generates reports for executive-level management.

Ensures full quality compliance and maintains tight deadlines.

Hands on team lead.

Account Management|Customer Relations|Consulting

- 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.
- Led qualification process and defining of technology objectives.
- Provided consultation for current and prospective customers to capitalize on current and additional assets, specific to Lectra 4.0 PLM.
- Conducted demos for PLM and CAD software which have resulted in the new account acquisitions and more than 80K in sales revenue.
- Provided outstanding, customer-responsive CAD support to Gerber customers including managing upgrade requests as well as troubleshooting software and hardware issues.
- Industry level training with emphasis on best business and implementation practices in AccuMark CAD software including pattern design, marker making, nesting, and 3D.

Industry Experience

CAD Software Applications Specialist

Gerber Technology, New York, NY, September 2018-Current

Pre-Sales Consultant, PLM

Lectra, Atlanta-NY, December 2017-May 2018

Senior Product Developer

Hybrid Apparel, Cypress, CA, October 2013-March 2015

Freelance Product Manager

Fashion Freelance Works!, San Diego-Los Angeles, January 2013-October 2013

Academic Director, Fashion Design and Fashion Marketing

Art Institute of California, San Diego CA, September 2009-September 2012

Senior Product Manager

Paris Accessories, New York, NY, March 2008-January 2009

Product Manager

Carter's, Atlanta, GA November 2004 - June 2007

SKILLS SUMMARY

Product Development

Vendor Negotiation

Mac and PC Experience

Deadline Driven

Vendor Compliance

A/S 4.00 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

Industry Specialist

CAD Software Training and Support

Overseas Travel

On-site and Virtual Training

Senior Merchandising and Production Coordinator

SGA, New York, NY, October 2002 - November 2004

Assistant Product Manager

Kids Headquarters, New York, NY, June 2000 - October 2002

Production Planner|Account Administrator

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

EDUCATION

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

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