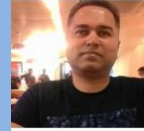


MAHARISHI RAMAN



SOURCING HEAD OF KNITS WEAR



Male



26th Dec 1971



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Flat # 407, Mangam Pride,
19 main,27 Crs, Sector 2, HSR Layout
Bangalore 560102 . Karnataka India.

SKILLS

- * Product Sourcing & Development
- * Design Facility
- * Vendor Management
- * Costing

STRENGTHS

- * People Management
- * Honestly
- * Innovative & Creative

EDUCATION

1995 - 1997 Post Graduate Diploma in
Knitwear Design and Technology (KDT)
from National Institute of Fashion
Technology (NIFT). New Delhi



Work History

Apr'2017 – Till Date

OBJECTIVE-----

- Extensive experience in developing diverse range of knitwear
- Exhaustive Knowledge of core processes involve in textile
- Thorough Knowledge of knitwear fabric Manufacturing
- Extensive experience in strategic production Plan
- Worked comprehensively with respect to cost.
- Team management and Compliance Management
- Experiment various way to convert design into new product

EXPERIANCE-----

* Bluesaint - April 2017 to Till Date

Sourcing Head of Knits, Woven & Denim

* VF Aravind Brands- Oct 2004 to March 2017

Sourcing Manager of Knit Wear Sourcing & Development

* Madura Garments- Aug 2003 to Oct 2004

Assistant Technical Manager of Knits

* Arora Fashions- June 1997 to July 2003

Assistant Manager of Exports

BLUESAINT / KOOVS.com - Sourcing Head

Knits & Wovens - Men's & Women's, Bangalore, Karnataka

·Inspire & influence my team by describing & then reinforcing the product vision, strategy, goals and execution game plan.

* High quality execution with outcome oriented mindset. A sense of high agency to make things happen.

*Have very strong vendor network and working with almost all the best vendors of India.

* Capable of handling small MOQ from 100 -200 Pcs

* Buyers Handled : Namshi.com, noon.com, Landmark, Myntra, Ajo, Active wear, Rowdywear

* Lanuched onebyzero brand in koovs & Forward in Namshi

- Conduct monthly performance review of all vendors with respect to delivery, serviceability and percentage defect. Also conduct follow up with CAP for continuous improvements to meet key objectives.
- Guide vendors to develop various techniques which will support a rationalized and optimized sourcing strategy for the Brand.
- Negotiate and finalize production capacities based on supply Planning.
- Placement of production orders to various vendors considering their capability and capacity.
- As Blue Saints works mostly with E Commerce industry, it requires very sharp and accurate costing.
- Planning as per organization growth plans, target turnover, buying calendar, volumes and lead time involved.
- After doing comparative analysis, I work on pricing and close the cost.
- Maximize the Intake margin by reducing the product cost and helping the Buying team to achieve the competitive brands MRP.
- Successfully implementation of two season calendar from one season.
- Build vendor capacities for Core, core fashion & fast fashion formats.
- Have a very strong Vendor network.
- Successfully explore Bangladesh vendor to deliver product on time with optimum cost.

■ Oct 2004 – Mar'2017

LEE Brand

Senior Manager-Knits Sourcing & Product Development, Bangalore, Karnataka

I am responsible for the sourcing and delivery of bulk product for LEE brand based on supply chain and Market requirement. Sourcing around 8 Lacs Pieces annually. Taking the complete ownership of Brand Merchandise. Thorough Knowledge in Compliance Standard for Knitwear products. Presently sourcing 100% from the Compliant Vendor

Cost Working

- Engage with Product development and derive FOB targets for each vendor.
- Collaborate with industrial engineering team and finalize the competitive cost.
- Created competitive edge for the brand by offering the competitive price of the product.

Product Delivery execution & Product Development:

- Planning & Executing sourcing strategies to support specific product delivery attributes (Core Replenishment and Seasonal products)
- Extensively involve in Development of different range of products keeping in mind the future market trend and competitor brands.

Aug 2002 – Oct 2004

- Conduct extensive market research for Product Development
- Planning and finalizing the Range from Design Development to Sample making, maintaining Quality, as per the Market trends and customer demands.
- Responsible for new and innovative product development
- Ensure availability of Developmental capacities of vendors based on business forecast.

Madura Garments Ltd

Asst Technical Manager - Knits, Bangalore, Karnataka

- Sourcing knits and jackets for brands like Allen Solly (Menswear & Women'swear) and San Francisco jeans for Domestic market.
- Developing & working with vendors based at Chennai, Ahmadabad, Ludhiana, Indore, Tirupur, Bangalore
- Also building resources in countries like China, Korea, Taiwan, and Bangladesh.
- Sourcing fabric & developing vendors for the production of range of undergarment for brand like BYFORD.
- **Working exclusively on Knitwear Exports.**- Buyer includes Lezansa from Canada, Marc o'polo, Doccet & Grahame & Douglas from Germany, U.K, Quick Silver –Australia
- **Research and Product Development** – developing a range of new products for brands keeping in mind the future trends of the market.

June 1997– Jul 2002

Arora Fashion Ltd

Asst Manager - Knits, Tirupur, Tamil Nadu

· I had worked with Arora Fashions Ltd. (certified for ISO 9000 and SA –8000) with a Turnover of 120 crores and a Govt. Recognized Export House

Role and Responsibility:

- Overall supervision of Knitting Activity, Embroidery, Printing and Sampling units as a separate profit center with 250 personnel reporting.
- Reporting to Marketing Director with responsibility for new Products with respect to knitting of fabric, Print, Stitching etc.
- Interaction with International buyers and Clients to understand their requirements and thus convert it into ranges of product that suits their market.
- Reduced down the cost of sampling by increasing the hit ratio of samples selected and reducing errors in various processes.
- Overall quality supervision as TEAM LEADER through a of quality controllers for as many as 7 factories.
- Specific handling of buyers with agency inspection like SGS, GEMEX TRADING LTD, CARREFOUR, AUCHAN, PERLIE, BARBIE
- Also handled domestic brand like WESTSIDE – TRENT LTD.
- Trained to be a qualified Internal Auditor for ISO-9000