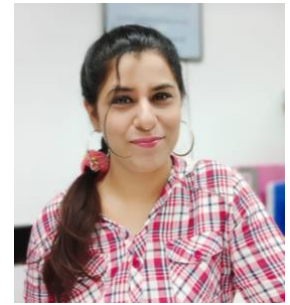


Aarti Mahesh Gawande

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Merchandising Manager with over 23 years of experience.
In quest of senior level assignments with an organisation of high repute.
Can join immediately.

Skills

- A role model within the Department by coaching the team members to work cooperatively and to remain focused.
- Encouraging the team to maximize their potential.
- Excellent time management and strong organizational skills to use initiative and be agile in a fast paced and ever-changing environment.
- Excellent leadership qualities with passion for work and a proactive approach.
- Coordinating, motivating & supervising to have smooth & flaw less work flow
- An efficient and successful hand in planning & organizing
- Ability to interact with people at all levels

Career & Experience

Business Development & Merchandising Manager Saibaba Garments, Mumbai, India

May 2019 – July 2020

- Oversee the day to day operations
- Going to fashion shows
- Researching and predicting fashion trends
- Directing and negotiating with suppliers, manufacturers and retailers
- Working with design, planning and sales teams
- Buying fashion
- Pricing garments based on quality and affordability
- Finding the best prices to stay within budgets
- Developing advertising and marketing strategies
- Fixing operational & work issues
- B2B auction & closing
- Production planning and scheduling
- Focus on performance KPI and order executions
- Collaborate with Buyer/s for finalizing styles/orders/price/delivery dates

Business development Merchandising Manager Export Euro Trouser UAE

Mar 2017 – Mar 2019

- Responsible for maintaining and developing effective communication and relationship with clients
- Overall responsible for all operations for smooth functioning between all dept.
- Study mood boards & Fashion trends to source accurate requirements.
- Costing & negotiation with client & vendors to fit in price target & lock the orders.
- To provide manufacturing expertise to the Production team and ensure cost control.
- Monitor quality / right product delivery at the end & Coordinate with Logistics Team method of product delivery – in accordance to targeted time frame.
- The accomplishment of a Sales & Business Development plan and strategy that ensures the achievement of the company's sales targets
- Buyer – (UK) TOPMAN, BURTON, URBAN OUTFITTERS, JDWILLIAMS, CHUMS, TRUTEX, PERRY ELLIS FARAH
- Oversee Merchandise Presentation: This includes everything from ensuring the quality of products on the floor, to tagging items, to implementing pricing and descriptive signs, to

- advertising promotions, to store fixtures, to the overall displaying of the product. The Fashion Merchandiser will create and build product displays and develop unique ideas for the visual design of a store while also fulfilling corporate standards.
- Retail Merchandiser: working closely with buyers and other merchandisers to plan product ranges meeting with suppliers, distributors and analysts managing budgets. predicting sales and profits negotiating quantities and delivery timescales
- supervising and training junior staff
- managing levels and distribution of stock
- handling supply/production problems as they arise
- setting stock promotions/price reductions as appropriate
- making financial presentations to senior managers
- assessing sales performance of different ranges

**Merchandising Manager Export division
Esjay International**

Aug 2016 – Feb 2017

- Daily communication with external sources (buyer & buying house) and with internal departments with respect to productions and developments.
- Meeting with new buyers / buying houses for new development and orders.
- Responsible for all the costing closure and price negotiation with buyers.
- Responsible for team management and regular status for tracking all the developments and orders.
- Responsible for monthly budget of development expenses / Development against order conversion ratio / Order bookings(business) status.
- Buyer - Belk (USA)

**Business Development Merchandising Manager
Krishna Beads Industries Jewelry & accessories**

Feb 2015 – Aug 2016

- Responsible for maintaining and developing of effective communication and relationships with buyers.
- To facilitate Buyer with presentation of new collections offers & follow up with team for sample status as per selection
- Regular follow up with client to know requirements & act proactively to provide timely service to customer to grab the business opportunity.
- The accomplishment of a Sales & Business Development plan and strategy that ensures the achievement of the company's sales targets
- Responsible for timely and accurate completion, distribution and delivery of work
Buyer - Primark, Gerry Weber, ICHI by D K Company
- Buyer Development - Dorothy Perkin, BHS, Wallis, boots by DCK, 3Suisse, Super Group, Sfera Elcorte, Iconic LandMark Group, Suzy Shier, Cortefiel, Italmod, Wool worth

**Merchandising Team Manager
Radium India**

Nov 2006 – Feb 2015

- Accountable to take out smooth function from sampling till final shipment
- Check on Mood board, trend theme- act efficiently on requirements
- Regular weekly meetings & follow up with client to know requirements & act proactively to provide timely service to customer to grab the opportunity.
- To provide direction to team for taking out developments & production smoothly & to maintain punctuality for all submission against shipments
- Responsible for accurate Costing / negotiation with buying team on price & price target with solution to achieve the same
- Responsible for B2B auction for Buyer Bonprix, Venus, Euro nova & work on close costing to grab the business for season along with DN meetings.
- Buyer - OAGN (OTTO catalogue business Bonprix/Venus/Euronova/Together), Lakeside, Jennifer, Zebra Fashion, Robert Rose Brand, Sandra Boutique Buyer -, Twill fit AB, O'Neill, Raxeovsky

**Sr. Merchandiser / Product Development
Texport Syndicate**

Jun 2006 – Nov 2006

- Responsible for product development for U.S.A buyer TROOP / H & M / JACK WILLS / PACSUN / AMC
- Responsible to get done in time - Pattern Making /Cutting / Stitching / Dying / Printing / Embroidery / Washing & Costing

- To provide full details to the production team. & Give them full support to execute the orders successfully

Sr. Merchandiser

Sep 2005 – Jun 2006

NRK House Buying House

- Responsible for sampling & production
- Attend Buyer meeting, understand developments & execute sampling accordingly
- Responsible for effective utilization of man, machine resources within the department
- Prepare Costing for developed samples
- Weekly updating status on sampling & Production
- Responsible for samples development to reach for sales meetings
- Guide Production Team for processes done on samples to get same results for bulk in production.
- Update buyer on production status & corrective actions – if any

Sr. Merchandiser

Jul 2003 – Sep 2005

Shree Rashmi Dresses

- Responsible for Sampling & Production planning for timely production & shipments deliveries for season.
- Fabric & Accessories sourcing and purchase with follow-up weekly updates
- Cutting Program issue as per fabric status
- Co-coordination between Production & Marketing for requirements & demands
- Responsible for Advertising & management for Shoot & Advertising/presentations/bookings
- Visual merchandising for enhancing product value

Sr. Merchandiser

Nov 2000 – May 2002

Anfal Clothing (I) Pvt. Ltd

- Responsible for sampling / production / Marketing
- Responsible for Fabric & Accessories sourcing and purchase with price negotiation
- Sampling – work on new trends & theme, costing, product sheet,
- Responsible for advertising & shooting arrangements from models' selection till photograph selection for hoardings Cost negotiation for entire event

Sr. Merchandiser

Apr 1998 – Oct 2000

M/S. Giny & Jony Apparels Pvt. Ltd

- Responsible for Handling all process of Sampling
- Responsible for Fabric sourcing.
- Merchandising production planning with Job workers & factory. Maintain weekly reports to make sure all deliveries on time.
- Direction & training guidance to dispatch department
- Coordinating between directors & staff for day to day work.
- Responsible for calling meetings & arranging inter department
- Responsible for Handling Shopper Stop's orders (POC).
- Managing retail outlets
- Creating store displays
- Directing fashion photo shoots
- Determining a store's type of clientele

Office asst. cum customer care executive

May 1995 – Apr 1998

M/s Sapsana Agency C&F agent for coats vyella

- Responsible for cash counter. Daily Incoming / Outgoing cash entries & maintain day to day transaction with ledger entry.
- Responsible to attend day to day client complaints & solutions
- Responsible attending clients calls for order & dispatch updates
- To keep Co-ordination with sales executive all over Maharashtra for sales & returns strategy

Education - Bachelor's Degree in Commerce from **Mumbai University**, India in 1994.

Other Certification - Microsoft Office, CorelDraw, Photoshop, MS Paint.