

ALAN PLATH

Amherst, NY 14228 • 716.909.3485 • aplath4@gmail.com • www.linkedin.com/in/alanplath

Senior Sourcing Specialist • Procurement Manager

Career Focus: Supply Chain | Procurement | Global Sourcing | Product Management

Versatile and driven Purchasing and Product Development Leader with strengths leading buying strategy and product management efforts for multibillion-dollar organizations. Strategic approach to leading supplier relationships and extensive experience driving continuous improvement plans and change management initiatives.

- ⇒ **Customer-focused and dedicated to building productive relationships with global partners ensuring effective strategy execution.**
- ⇒ **Expertise across global sourcing within various categories, focused on cost, quality, and timeliness.**
- ⇒ **Demonstrated success in leading teams, communicating a consistent vision across cultural boundaries.**

My Personal Advantage

Believing that anything is possible and not backing down from any challenge, I have delivered consistent results throughout my career on a global scale.

Process Improvement
Supplier Strategy
Global Relationships
Strategic Partnerships

Customer Satisfaction
Global Alignment
Change Management
Staff Leadership

Project Management
Quality Improvement
Supplier Qualification
Risk Management

Category Plans
New Product Development
Collaboration
Supplier Performance

Relevant Professional Experience & Impact

Coach, Inc. | New York, NY | 2010-Present

Retailer of luxury fashions including handbags and accessories for men and women; annual revenue of \$4.8B.

DIRECTOR OF PRODUCT DEVELOPMENT, MEN'S ACCESSORIES • 2014 to Present

Promoted to lead 7 member product development and costing team, focused on commercialization of over 800 skus annually for men's business with \$105M in annual sales through retail and outlet channels. Drive process improvement across entire Men's Team, leveraging collaborative leadership style to increase alignment. Provide support to product development from initial design concept through commercialization.

- Regularly met or exceeded department target margins of 83.3% for retail and 78.3% for outlet business.
- Worked in conjunction with Global Engineering for men's money piece construction, projected to delivery approximately \$1M in annual savings and increase margin by nearly 70 basis points.
- Partnered with global counter partners to develop allocation and sourcing strategies to maximize margin opportunities by transitioning high volume programs to lower cost countries.
- Streamlined global communication through creation of departmental communication map.
- Improved information flow through development of standard operating procedures for design-card process to global partners in China, Vietnam, and India.
- Reduced communication efforts through SOP for material and hardware matrix.
- Created seasonal development overview chart, providing partners with better visibility of collections, raw materials, and volume to support production.

SENIOR MANAGER OF PRODUCT DEVELOPMENT, WOMEN'S BAGS & ACCESSORIES • 2012 to 2014

Provided tactical execution while managing team through product development and costing process for \$618M women's outlet business. Performed cost analysis and reporting, ensured production deadlines are met, and worked in conjunction with international partners on strategies aligned with corporate objectives.

- Served as SME for creation of conversion from PLM to EC Vision system; created training modules and rolled out business processes and best practices globally – significantly improved information transparency and timeliness.

See next page for continuation of relevant work experience....

- Implemented new format for presentation of early costing and margins to cross-functional partners.
- Created new organizational structure in collaboration with department head, gaining approval by SVP.

MANAGER OF PRODUCT DEVELOPMENT, WOMEN'S BAGS & ACCESSORIES • 2010 to 2012

Ensured timely workflow across departments, communicated aesthetic vision to global partners, and oversaw product approvals; gained valuable exposure to supply chain through travel to China to visit factories and raw material suppliers.

- Nominated for Excellence Award and received Chairman's Award for outstanding level of service and leading team to higher level of performance due to personal commitment to team success.

Ann, Inc. | New York, NY | 2005-2010

American group of specialty apparel retail chain stores including Ann Taylor, LOFT, Ann Taylor Factory, and LOFT Outlet.

SENIOR MANAGER, PRODUCT DEVELOPMENT & PRODUCTION • 2009 to 2010

Served as leader across entire accessories team, managing process from early design conceptualization to finished goods production. Worked closely with design team to conceive and produce original products.

- Travelled globally to oversee development and costing of products.
- Sourced finished goods as well as raw materials suppliers for fabric, leather, and hardware.
- Built and maintained productive relationships with cross-functional partners in 4 businesses with varying design and merchandising partners.

MANAGER, PRODUCT DEVELOPMENT & PRODUCTION • 2007 to 2009

Managed all aspects of product approval, costing negotiations, and finished goods testing and compliance; sourced materials for product development, resolved design and development bottlenecks and ensured deadlines were met.

- Created material library for use across all divisions; improved efficiencies throughout design process.
- Implemented new communication strategy, positively impacting handbag department.
- Increased seasonal margins by over 300 basis points while enhancing product quality.

ASSISTANT MANAGER, PRODUCT DEVELOPMENT & PRODUCTION • 2005 to 2007

Worked directly with 12 international factories to drive product development and production; guided communication on daily basis to eliminate any pre-production and production issues, ensuring timeliness of project completion.

- Improved departmental margin by 300 basis points.

Redcats USA | New York, NY | 2003-2005

Group entity specializing in online fashion and home furnishing distribution.

ASSISTANT PRODUCT MANAGER | ASSISTANT SOURCING MANAGER

Leveraged success as intern into full-time position in global sourcing department. Sourced projects from initial concept collaborating with merchandising and global agents to facilitate product development; negotiated favorable pricing and delivery timelines.

- Progressively grew with company and managed customer relationships.

Education

Buffalo State College

Bachelor of Science, Fashion Textile Technology

Academic Honors – Epsilon Pi Tau International Honor Society