

Geeta Goswami

Manchester, UK

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Languages

- Hindi
- Punjabi
- English

About

A track record of being a successful team leader with effective visual and presentation skills, unafraid to communicate and facilitate strong ideas across to a large group. Due to 12+ years of experience in the trade, extensive knowledge of product ranges, markets and consumer bases are present. Excellent at negotiating prices with experience in international sourcing with countries such as India, Bangladesh, Turkey and the Middle East. Problem-solver by nature by being analytical and a quick decision maker even in fast paced environments. Previous history of increasing profit margins and experience attending multiple fashion show trips within the UK and Far East. Well versed with trend research sites such as WGSN and Style Sight. Top tier knowledge of global supply chains with strong proficiency of Microsoft Office.

BRANDS WORKED WITH

- British Gas
- Club L London
- Inox London Ltd
- Moreglam Ltd
- Moretrends Ltd
- Silverknit Ltd

Experience



● Head of Sourcing

Club L London | Jan 2022 - Now

In this role, I look after and manage a wide supplier database to ensure quality standards are met for the development of new ranges. Alongside this I am responsible for setting up new branches for example, setting up the Leicester branch. I manage a team and ensure that they are meeting departmental deadlines. I check costs and benchmark suppliers in line with our current company values such as sustainability and provide expectational sourcing knowledge developed from extensive years of working in the fashion industry. Key Achievements:

- Successfully set up the newest branch for the business and provided gold standard procedures for new staff.
- Stayed well verse in the with the UK's ethical requirements in fashion and helped ensure the company was 100% complaint.
- Managed a very large database of clients containing over 100 suppliers.

● Head of Buying and Sourcing

Inox London Ltd | Jan 2017 - Now

In this role, I look after many UK based customers whilst being responsible for planning and development of multiple new ranges. I am also in charge of managing the sales whilst monitoring our targets and profits to report to the shareholders. I am also responsible for sourcing and working alongside international suppliers from countries such as Bangladesh and China. Being in a management position, I am in charge of a team of 8 which overall has really sharpened my skills especially within leadership practice, design and sales. Key Achievements:

- Planned and executed productions for almost 200,000 pieces per month whilst having 100 styles running on CP at the same time.
- Built strong relationships with factories in the Middle East and Far East
- Looked after production for large companies such as Missguided, New Look, Nasty Girl and Miss Pap.
- Successfully managed a design team of 7 and developed a cutting edge product ranges.
- Stayed well versed with the UK's ethical requirements in fashion and made sure the company was 100% compliant.
- Managed a large supplier base containing over a 100 suppliers.

● Head of Buying and Sourcing

Silverknit Ltd | Jan 2012 - Jan 2017

Silverknit is a company that specialised in Women's and Children's wear. During my time here, I was responsible for the creation and implementation of a new sourcing and management strategy to push the company further. I was also ensuring that all our garments adhered to our gold star

quality standards and attended fairs across China and India to meet new suppliers and bring them on board smoothly. I was lead on managing the production line and oversaw any issues that arose. I monitored our deliveries and engaged in price negotiations to increase profits for the company whilst overseeing sales. Key Achievements:

- Designed and implemented a new business strategy to help achieve a turnover of 3 million within the first year.

- Stayed well versed with the UK's ethical requirements in fashion and made sure the company was 100% compliant.

- Managed a large supplier base containing over a 100 suppliers.

- Maintained very extensive knowledge of fabrics whilst specialising in woven, knitted and polyester blends.

● Head Buyer

Moretrends Ltd | Jan 2008 - Jan 2012

In this role, I worked alongside commodity leadership to create business strategies to increase profit margins. I was also in charge of creating business policies to help meet business targets and the customers needs. I conducted capacity audits to track supplier performance to ensure our goods were of a high quality. I continued to improve standard procurement procedures and the delivery process across the board. Key Achievements:

- Visited China 5 times a year to develop new ranges to meet customer demand successfully and efficiently.

- Looked after production for large companies such as Asda, Tesco and New Look.

- Lead on importing to China and India which helped open new high street accounts leading to a business turnover of £5,000,000 in the first year of starting the import project.

- Carried out daily capacity audits efficiently and made our goods high quality resulting in very minimal negative feedback from customers.

● Senior Merchandiser

Moreglam Ltd | Jan 2004 - Jan 2008

In this role, I was responsible for all orders placed in china and India from start to completion. I was lead on researching the latest trends and predicting the customer demand. I was also in charge with global communication with our teams in Hong Kong, China whilst keeping secure and up to date records of our business. I oversaw garment sizes and specifications and approved the fabrics and labels associated with the clothing. Key Achievements:

- Improved garment quality by 50% by testing multiple yarn types and implementing the appropriate fabric whilst keeping the production cost to a minimal therefore maximising profits.

- Looked after production for large companies such as Miss Selfridge, Jane Norman and New Look.

- Successfully created new procedures in handling potential suppliers and how to introduce and land clients smoothly and efficiently.

- Carried out daily capacity audits efficiently and made our goods high quality resulting in very minimal negative feedback from customers.



● Team Leader

British Gas | Jan 2002 - Jan 2004

British Gas was one of my first jobs here within the United Kingdom. Here I learned how to be confident using the telephone and developed effective communication skills whilst providing quality customer service and satisfaction. After being there for a year I was promoted into a management position handling a team of 8 which really strengthen my management skills.