

Gunjan Singh

Head Of Merchandising- Bally, Tod's, Dune London @Reliance Brands Limited

London, UK

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About

A senior retail executive with expertise in buying and planning for multi-channel businesses. Results-oriented with a proven track record of identifying and correcting gaps in product and processes, leading to significant improvement in functional efficiency and therefore sales growth. Reflects a strong sense of ownership and responsibility, and currently looking for roles within an organization focused on growth and positive change.

BRANDS WORKED WITH

- BÄR GmbH - Manufaktur für bequeme Schuhe
- Independent Consultant
- Pavers England
- Reliance Brands Limited

Experience

● **Head of Merchandising & Planning**

Independent Consultant | Jan 2023 -

● **Head of Merchandising & Planning**

Reliance Brands Limited | Apr 2019 - Oct 2022

● **Merchandising & Planning Manager**

Reliance Brands Limited | Apr 2017 - Apr 2019

● **Assistant Merchandising Manager**

Reliance Brands Limited | Apr 2016 - Apr 2017

● **Wholesale Account Manager**

Reliance Brands Limited | Nov 2014 - Apr 2016



● **Buyer- Footwear & Accessories**

Pavers England | Mar 2013 - Oct 2014

Closely worked with the Managing Director to optimize Chinese vendor base and expand domestic vendor base to increase intake margin. Balanced product mix, developed core styles updates and placed core repeats in consideration of lead times to significantly improve sales and sell through.



● **Footwear Designer**

BÄR GmbH - Manufaktur für bequeme Schuhe | May 2010 - Jun 2012

Designed and developed products for the European market, concept to pre-production. Won Red Dot Award and German Design Award for design. Liaised between Indian production team and German management to finalize Seasonal Looks and Categories.

Education & Training

2009 - 2012 ● **Punjab Technical University**

Bachelor of Business Administration - BBA,

2007 - 2010 ● **FDDI**

Diploma in Footwear Technology,