



Mohammed Sam-ba

Senior Product Manager- Buyer | IFM Alumni | ex Zara

Paris, France

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Languages

English (Fluent)

French (Fluent)

Spanish (Fluent)

About

Senior Buyer and Product Manager, passionate about fashion, versatile and trilingual with 10 years experience within the textile industry at a global scale.

BRANDS WORKED WITH



Experience



● SENIOR BUYER - RTW PRODUCT MANAGER (DIRECTED BY KARL TEMPLER)

Inditex | Jun 2015 - Feb 2023

Product Development:

- Monitoring the development of prototypes from first sample to production launch.
- Participating to fittings, providing feedbacks to suppliers for prototype correction.
- Proposing improvements to optimise garment construction, costs, and production timelines.
- Developing trimmings, details, and finishes, and creating color ranges.
- Selecting and developing fabrics with suppliers (Italian, Japanese, Korean, French ...).
- Ensuring technical control of styles (spec sheets, technical pack, fittings, feedback, etc.).
- Collaborating with pattern makers to finalize prototypes and participating in fittings.

Buying, Negotiation and Sourcing :

- Negotiating prices/deadlines aligned with the established timeline and sending P/O.
- Sourcing materials, trimmings, and manufacturers (trade-shows, factory visits).
- Daily monitoring of sales and stocks to anticipate repeat orders and supply shortages.

Key Figures :

- Premium collection directed by Fashion Stylist Karl Templer (Sacai, Dior, Bottega Veneta...).
- Managing ± 200 SKUs per season.
- Seasonal budget: ±30 million € for a production of ±3 million units.
- Product ranges: Outerwear, Woven, Leather, Jersey.
- Production markets : Italy, Portugal, Turkey, Morocco, China, Vietnam.
- Portfolio of 100+ prestigious suppliers including Lyria, Manteco, Shibaya, Polartec, Soltas, YKK, Silsa...



● Student - Postgraduate Fashion, Design and Luxury Program

Institut Français de la Mode | Sep 2014 - Aug 2015

● Buyer Assistant

V.Stella | Dec 2013 - Jun 2014

The V.Stella shop will open the 1st June 2014 in Aobadai, the trendy spot of Nakameguro in Tokyo, close to the Meguro River. This selectshop has a special membership system, to access the store the customers need to be member or to have an appointment.

The store will house the following brands: Damir Doma, AMI by Alexandre Mattiussi, MSGM, Tillman Lauterbach and 22/4. Next season will be added : Maison Martin Margiela, Thom Browne, Balmain, Lanvin, Haider Ackermann ...

As the V.Stella Assistant Buyer, my mission is to ensure the smooth

running of the week fashion week for my clients.

My role is to contact the brands to get invitations to fashion shows and showrooms, leading to purchases. Depending on the case, I sometimes join Japanese representatives directly (Bluebell, TFCJapan, Coronet ...) in charge of the distribution in Japan. I had the opportunity to accompany my clients to the runway and showrooms to help and advice them in their purchases.

I bring my expertise on brands and products targeted by V.Stella. Thus, in collaboration with the Japanese teams, I realize a precise schedule for runway, showroom appointments and tradeshow (Tranoi, Man, Capsule), to avoid problems of time.

In parallel, I deal with practical issues relating to the residence of the Japanese team during Fashion Week : booking the flight tickets and hotel, while respecting the budget set by the clients.

● Sales Manager

viahands Co., Ltd | Jan 2014 - Jan 2014

- Managing the distribution and Public relations between France and Japan of 5 brands
- Commercial Implantation in Europe for HUM&RAWER, a young Japanese men's brand
- Prospecting new shops for our clients and making a buyer database
- Coordination and communication between french brands and our Japanese team



● Assistant Wholesale

COMME des GARÇONS | Jun 2014 - Jul 2014

● Marketing Assistant

agnès b. Sunrise | Jun 2013 - Sep 2013



● Art Gallery Assistant

agnès b. | Jan 2011 - Jan 2013

- Exhibition "Jeune Fille dans la ville" (Young Girl in the city)



● Sales Assistant

Merci | Jan 2013 - Jan 2013

- Sales Assistant for men's wear department (Comme des Garçons Shirt, Post Overalls, Bleu de Paname, Isaora, ...)



● CREATIVE PROJECT MANAGEMENT TEACHER

Institut Français de la Mode | Nov 2023 - Nov 2023

- Teaching project management for the creative industries. • Classes focused on retail and creative strategies.
- Teaching in English to a class of 90 students.

Education & Training

2014 - 2015

● Institut Français de la Mode

Postgraduate Fashion, Design and Luxury Program,

2008 - 2012

● Université Paris-Sorbonne

History of Art,