



# Mélanie Kotian

Product developer and production manager

Paris, France

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## Links

[LinkedIn](#)

## Languages

French (Native)

English (Work Proficiency)

## About

Forte d'un double cursus en stylisme/modélisme et management, j'ai une vision globale de l'activité d'une marque de mode. Spécialisée dans le développement et la production, j'ai une connaissance du produit et du cycle de vie d'une collection (prêt-à porter et lingerie). Je souhaite poursuivre mon engagement dans la traçabilité et la réduction de l'impact social et environnemental du secteur textile. Flexible, organisée et curieuse, je sais m'adapter à différentes structures d'entreprises.

### BRANDS WORKED WITH



## Experience



### ● Product developer and production manager

FAIRLY MADE | Jul 2021 - Dec 2022

At Fairly Made, our mission is to improve the social and environmental impact of the textile industry by developing sustainable and traceable products for brands.

- B2B support for brands in the development and production of clothing and textile accessories (fashion, children, cosmetics, food)
- Development of sustainable solutions: use of certified materials with a reduced impact on the environment, and collaboration with a range of audited and socially committed factories (work as an agent or trader, in CMT and OEM)
- Guarantor of product traceability and certifications
- Development of a European supply chain and consolidation of the existing supplier base
- Simultaneous management of different development and production (1M of pieces produced per year)
- Daily contact in English with suppliers, price negotiation, project brief (over 10 factories in India, China, Europe and France)
- Account management of a client portfolio (including Des Petits Hauts, Galeries Lafayette, Zadig & Voltaire, Nature & Découvertes, Gabrielle Paris)
- Participation in the rebranding of the service: definition of new objectives, development strategy, art direction
- Implementation and development of a "0 production waste" project

Other:

- Integration and training of trainees
- Facilitation of a training "Understanding fashion and its impacts" to a group of 6 influencers, facilitation of an Adobe training to team members.
- Organization of the company seminar (33 people)



### ● Product developer and production manager

FAIRLY MADE | Dec 2020 - Jun 2021

- Product development: technical files, monitoring and control of prototypes
- Production: planning, product and fabrics quality control
- Daily contact in English with suppliers (more than 10 factories): price negotiations, project brief
- Creation and development of white label products
- Logistics: organisation and monitoring of transport
- Sales: participation in customer meetings, project proposals
- Communication: implementation of a communication plan, daily animation of the Instagram account
- Image: creation of visuals and client catalogue, organisation of shoots
- Administration: invoicing, brand and factory contracts

● **Product manager assistant**

Ysé | Jan 2020 - Jul 2020

- Purchasing of collection and shooting development fabrics and trims, sourcing of certified materials (more than 15 components make up a bra)
- Product development: technical files, fittings and comments, color and print validation
- Production: PPS launch and production, Shipment Samples checks and approval
- Marketing: creation of the collection book, sales pitch of the product, presentation of the collection to the sales teams

Other:

- Creation of a welcome booklet explaining the product and the business



● **Sale advisor**

Claudie Pierlot | Sep 2019 - Sep 2020

Part-time permanent contract, 14h on weekends

- Customer relations: welcoming, advising and accompanying the customer throughout her visit to the shop.
- Store management: opening and closing the sales area, stock management and handling deliveries.
- Aesthetics of the sales area: developing the merchandising of the shop, creating silhouettes.
- Training: training new employees on sales procedures and techniques. Management of the weekend team.



● **Pattern maker**

Peachday | Aug 2019 - Dec 2019

Creation and development of the brand's first menstrual panties model: pattern, prototype development, gradation from 32 to 52, technical file, production research.



● **Fashion designer assistant**

Aubade Paris | Jul 2019 - Dec 2019

- Style: trend analysis, competitive benchmark, technical drawings, fashion design, print design
- Pattern making : prototyping, pattern making, technical files, PLM update
- Follow-up of the lines in collaboration with the product managers / pattern makers / textile engineers / mechanics. Preparation of validation committees with the executive committee



● **Hôtesse d'accueil**

MAN / WOMAN | Jun 2019 - Jun 2019

Welcoming to the visitors on exhibition SS20  
Registration of visitors informations..  
Help to the orientation on the exhibition.



● **Sale advisor**

Offishall Agency | Jul 2018 - Jul 2018

- Saleswoman at the Afro Punk festival at La Villette:
- Sale of textile products.
  - Stock management.
  - Accounting.
  - Setting up of the stands.

● **Pattern maker assistant**

PALMACCIO | Apr 2018 - Apr 2018

Shop/workshop of a fashion designer:

- Correction and modification of patterns.
- Relationship with the production in Parisian workshops.
- Creation of accessories.
- Creation of product sheets for the website.

- Organisation of the shop.
- Welcoming and advising customers.

- **Sale advisor**

Calzedonia Group | Jul 2017 - Aug 2018

In the shops of Saint-Quentin en Yvelines, Vélizy 2 and Saint-Germain en Laye.

In parallel with my studies and during school holidays.

- Welcoming, advising and accompanying customers throughout their visit to the shop.
- Organisation of the shop and the storeroom, opening, closing, management of the cash desk.
- Merchandising and visual layout of products.
- Handling deliveries and stock management.
- Training of new brand ambassadors.

- **Dresser**

Marie Elie | Sep 2017 - Sep 2017

## Education & Training

2021 - 2022

- **Institut Français de la Mode**

Master's degree, Master's degree, Mastère Spécialisé Management de la Mode et du Luxe

2020 - 2021

- **Sup de Luxe**

MBA, MBA Luxury Brand Marketing and International Management, Marketing / Management

2016 - 2019

- **ESMOD International**

Bachelor Degree, Fashion Design / Pattern making

2013 - 2016

- **Lycée Sonia Delaunay**

High School Diploma, Baccalauréat, Économie et Social