



Victora Thomas

Production/Production Development and Supply Chain Specialist

London, UK

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Languages

English (Fluent)

About

A natural ability to become part of a team easily, adaptable, extremely focused and pro-active with an enthusiasm for challenges.

ACHIEVEMENTS

- Reducing development lead times by 25% across core product categories
- Creation of flexible critical path to suit evolving trading preferences
- Embedded new product categories into core range contributing to 45% of overall annual sales
- Contributed to continued Net margin growth by improving intake margin by 5% points against ever changing markets
- Supporting range evolution to maximise product efficiencies and improve sell thru by 20% yr on yr
- Strong relationships across entire supply chain supporting flexible payment terms/MOQ and annual rebate agreements
- Experienced in Research & development annual Tax credit claim
- Delivering a 65% reduction in development spend yr on yr
- Implementing new processes/systems to maximise dept efficiencies
- Implementing 100% sustainable product packaging across 98% of product categories

BRANDS WORKED WITH

- Amanda Wakeley
- Jessica Ogden
- Lulu Guinness

Experience



● Head of Product

Lulu Guinness | Feb 2009 - Jun 2022

- Oversee seasonal product strategy highlighting any areas of potential growth and implanting strategic steps to achieve growth
- Deliver seasonal range plans at product, category and price level and to develop buying plans that achieve KPIs.
- Develop and oversee seasonal pricing strategies in line with global market trends, competitor pricing and margin targets. Proactively problem solve pricing concerns and issue targets to suppliers to ensure margin/price expectations are met.
- Review trading performance and KPIs frequently and identify opportunities and risks.
- Manage the Product department and budget to provide process, reporting and content to support commercial decision-making.
- Set up and maintain the company seasonal Critical Path in conjunction with cross departmental needs and support team with delays.
- Manage global supply chain relationships spanning UK, China, Portugal, Italy and Spain.
- Source and maintain relationships with new suppliers covering Manufacturers, packaging and Raw Materials, as required to meet company needs in terms or margin, product category and delivery.
- Negotiate commercial terms with new and existing suppliers including Supplier and Confidentiality Agreements.
- Oversee factory audit programme to ensure suppliers meet all regulations in terms of social, environmental and economic compliance, environmental compliance.
- Set up and management of the Supplier Manual.
- Lead the Product Development process and provide advice and training to team as required.
- Monitor and analyse seasonal over development and ensure does not exceed departmental budget.
- Allocate designs in line with supplier capabilities and capacity.
- Forward plan and initiate development of any product packaging needs.
- Lead the Production process and support the team in proactively problem-solving quality issues and on time deliveries
- Structure and provide leadership to the department on a day-to-day

basis and develop and mentor team members, as they progress through KPIs



● **Head of Sourcing**

Lulu Guinness | Feb 2009 - Jun 2022



● **Production Manager**

Lulu Guinness | Feb 2009 - Jun 2022



● **Production Co-ordinator**

Amanda Wakeley | Mar 2006 - Dec 2008

RESPONSIBILITIES

- Sample room management
- Overseeing garment tech team ensuring timely processing of tech packs against critical path
- Working HK office, answering sampling queries, resolving problems and maintaining a good working relationship with overseas staff.
- Style and costing creation within internal business systems.
- Creating and maintaining sampling cash flow to monitor spending.
- Coordinating all toile, sampling and production fittings for both mainline and bridal collections
- Sourcing and order management of all raw materials
- Critical path building and execution
- Liaise closely and regularly with HK office, answering production queries, resolving problems and maintaining a good working relationship with overseas staff.
- Order greige fabrics and manage colouring up to ensure wholesale and retail orders can be met.
- Communicating with buyers and sales team in respect of final production quantities and delivery deadlines.
- Manage garment technologist to ensure prompt completion of specification sheets, graded patterns, and approvals of all samples at all stages.
- Development and bulk cashflow management
- Maintaining costings for entire range and negotiated prices effectively to ensure optimum margin
- Communicate with distribution manager, warehouse controller and nominated carriers to ensure all teams are aware of all schedules up and coming and immediate.
- Responsible for the accuracy of care and composition labels and proofing artwork.
- Responsible for technical issues, fittings specifications, grading, production and quality control
- Attending production fittings offering technique and aesthetical direction on all garments.

● **Production Manager**

Jessica Ogden | Mar 2004 - Mar 2006

RESPONSIBILITIES

- Sourcing all fabrics and trims for sampling and managing production of sample range.
- Managing a team of pattern cutters and interns to ensure timelines and critical paths are followed.
- Developed line-book system to aid sales team
- Costing Management across entire range.
- Tech pack creation and distribution
- Product fits.
- Liaising with worldwide suppliers to ensure timely delivery of mass production.
- Maintaining critical path
- Ordering fabrics and trims and tracking their production to ensure schedules are met
- Raising purchase orders for entire production quantities.
- Maintaining spreadsheets detailing costs, fabrics, and compositions to ensure date accuracy at all times.
- Quality checking sampling and production samples to ensure highest standards maintained
- Resolving all quality and technical problems with manufacturers with respect of timelines, cost and efficiency.

•Planning and managing all stock movements from deliveries from suppliers through to end consumers worldwide.

● **Production & Development Consultant**

| Nov 2022 - Now

Supporting start up and small brands to establish all functions within product development and production including costings, sourcing, supply chain management, PLM implementation. Experienced in building key functionalities from the ground up to ensure crucial foundation pillars are in place

Education & Training

2000 - 2003

● **Southampton Institute**

BA (hons) fashion Design, Fashion

1999 - 2000

● **Glamorgan Centre of Art and Design Technology**

BTEC, Btec Diploma Foundation studies in Art and Design – Distinction

1990 - 1999

● **Brynteg Comprehensive School**

GCSE/A-Levels,