



Angela Chan

C-Level Executive

 New York, NY, USA

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Languages

Chinese (Fluent)

English (Fluent)

About

C-LEVEL EXECUTIVE An adaptable, results-driven bilingual Executive respected for 20+ years creating value within the apparel industry by building successful brands and continually growing business. Proven track record directing marketing, products, sales, e-commerce, and supply chain to exceed category/classification targets and drive maximum ROI. Motivational leader experienced building and guiding high-performing global teams of 1.2K+, hundreds of vendors, 6k+ customers, and \$400+M in annual revenues. Strategic thinker involved in the successful acquisition of a \$66M company. Out-of-the-box thinker committed to increasing market share, top line sales, and bottom line contributions. Exceptional tenure resulting in numerous promotions.

BRANDS WORKED WITH

ANGELA CHAN & CO

CHARGEURS PCC FASHION TECH/CHARGEURS S.A.

Destination XL Retail Group

Mommy Chic Maternity Fashion & Int'l Design & Trade

Experience

● Founder/Managing Director

ANGELA CHAN & CO | Jan 2021 - Now

Offer expertise in global sourcing, product development, and business development as a strategist and general manager scaling early companies and coaching founders/entrepreneurs to set up organizational structures.

- Provided strategic business advice to a variety of apparel brands, manufacturers, factories, and investors, including Advectus Solutions, Samsung Fashion, Bando Global, New Voices Fund, Pleasant Lake Partners, and GLG, generating a high client satisfaction rating and repeat business.
- Engaged in the community by managing pro-bono work with New Voices Foundation coaching black fashion startup CEOs while serving as a mentor to a number of startup founders.
- Delivered guidance on streamlining processes, providing cost savings, building new opportunities, and solving complex issues with creative solutions.

● President/Chief Executive Officer

CHARGEURS PCC FASHION TECH/CHARGEURS S.A. | Jan 2018 - Jan 2020

Transformed Chargeurs Interlining Manufacturing into Chargeurs*PCC Fashion Technologies with a global upscale fashion corporation image.

- Chosen as the first female, non-French, non-French speaking CEO in 150 years of the company's history.
- Acquired and merged 2 global companies with 1.2K employees while leading diversified teams in 38 locations and 26 countries to scale up and execute end-to-end global sales and operations, merchandising, product design, sourcing, production, and manufacturing strategies, managing 32 P&L globally.
- Achieved the #1 global position in interlining textiles manufacturing with the generation of 435M Euro, a 232% increase from 2018.
- Optimized and transformed global operations utilizing CRM, 3D, pricing tools, PLM, and web and social media marketing strategies.
- Identified and transformed companies' hidden assets into value propositions, lowering courier costs \$3M+ within the first year while decreasing the sample lead time and reducing the carbon footprint.
- Spearheaded global turn-around strategies and processes on branding, public relations, sales and marketing, product development, merchandising, distribution, I.T., and end-to-end supply chain.
- Re-organized the global corporate organizational chart and created innovative new structures, roles, and succession strategies, contributing to substantial revenue growth.
- Grew sales 232% from 131M to 435M Euro and increased EBITDA from 11.3M to 76M Euro through organic, acquisitions, diversified growth, and sourcing strategies.

- Created and launched an exclusive partnership with CLO 3D Design as the first digitized interlining company.
- Pivoted and diversified through the Covid-19 pandemic, launching new B2B and DTC in PPE, personal care, and home sewing divisions with significant sales growth.
- Built 4 innovation labs and designed global supply chain solutions delivering 2M Euro cost savings, corporate social responsibility, improved global marketing, and high-performing digital teams.
- Led the company through crisis, acquisition, integration, and culture change, streamlining core processes and structures, identifying talent, designing succession strategies, and establishing KPIs to enhance performance.
- Launched an innovative program, Sustainable 360, to promote sustainable materials, recycling polyester fabrics and natural fibers such as cotton, hemp, and silk.
- Diversified the senior management roles, recruiting 50% women from various countries.

- **Chief Sourcing Officer/SVP – Global Business Development**

Destination XL Retail Group | Jan 2009 - Jan 2018

Chief Sourcing Officer & Global Business Development
SVP of Global Sourcing

- **Co - Founder/President/Creative Director**

Mommy Chic Maternity Fashion & Int'l Design & Trade | Jan 1995 - Jan 2007

Designed and delivered various creative solutions for pregnant women and nursing mothers.

- Established and launched a women's and children's fashion startup, continually increasing annual revenues through innovative designs.
- Built the organization from 1 to 40 employees with 11 stores, e-commerce options, a catalog, 2K+ wholesale accounts, and 2 New York-based factories.
- Developed a large Hollywood celebrity clientele with high retention and increased referrals.

Education & Training

- **Pratt Institute**

Bachelor of Fine Arts, Fashion Management & Merchandising

- **Northeastern University, Boston, MA**

-Bachelor of Science (Candidate) in Business Management, Business Management

undefined2020 ● **Harvard Business School**

Executive Extension , Leading Global Businesses

undefined2021 ● **HarvardX**

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