




# Erion Gjonaj

Product developer

 Florence, Metropolitan City of Florence, Italy

[View profile on Dweet](#)

## Languages

English (Fluent)

Italian (Native)

Albanian (Native)

French (Basic)

Spanish (Basic)

## About

Independent and self motivated worker with great energy and ability to learn quickly. With a business oriented tourism education and will to learn new abilities, achieved a 8 year experience in sales and management and customer support in small fast growing businesses.

After learning to make fine hand-made shoes and getting to know all parts of shoe making process assumed full responsibility for overseeing all manufacturing staff, processes, and facilities in a three-site operation.

I'm an organized, conscientious, footwear and accessories developer. I have a firm handle on how to engineer patterns to drive efficient yields, maximum comfort, and most favorable production processes. I keep communication transparent across teams, providing costing and construction guidance as well as steering material selection. I understand that change is the nature of the business and I try to keep an open mind in every situation and adapt accordingly.

### BRANDS WORKED WITH

Scuola del Cuoi

Stefano Bemer Co.

## Experience

### ● Footwear and Accessories Developer

| Apr 2018 - Now

- Managed the development of men's and women's lifestyle footwear ranging from sandals, sneakers, shoes and boots and accessories like bags, gloves etc.
- Collaboratively built briefs with marketing and design teams by providing material, construction, costing and timeline knowledge
- Critically examined cost breakdowns during sample reviews providing options to hit targeted FOB
- Analyzed fit and wear testing results leading to discussion around what functional changes are needed; providing a strategy to solve fit concerns that come up late in the process without delaying commercialization for on-time delivery
- Supervise changes made to construction and material selection and work with material vendors, last makers and pattern makers, various components suppliers
- Created calendars and action plans to keep the greater team on track for timely product reviews and on-time sample/production delivery
- Managed tech pack communication and product development with factories and suppliers
- In the event of product cancellation, performed project checks from concept to execution to learn from mistakes and prevent repeating them
- Assisted with day-to-day operations, working efficiently and productively with all team members and suppliers

I have been cooperating as a Product Developer with foreign Fashion Brands & Fashion Startups such as  
A.W.A.K.E. MODE - [www.awake-mode.com](http://www.awake-mode.com) Salone Monet - [www.salonemonet.com](http://www.salonemonet.com) Bakhirka - [www.bakhirkaapparel.com](http://www.bakhirkaapparel.com)  
Ulyana Sergeenko - [www.ulyanasergeenko.com](http://www.ulyanasergeenko.com) Unipair - [www.unipair.com](http://www.unipair.com)  
Josefin Liljeqvist - [www.josefinliljeqvist.com](http://www.josefinliljeqvist.com) Azi Land - [www.azi.land](http://www.azi.land) and others

### ● Production Manager

Stefano Bemer Co. | Nov 2013 - May 2018

- Managed the development of Stefano Bemer men's "Archive" footwear collection
- Researched account customer profiles, regional needs, and product trends to co-create project briefs
- Coordinated and supported B2B and B2C sales

- Reviewed cost breakdowns and material percentages to rework and negotiate with suppliers as needed
- Reorganized the warehouse and production team in order to improve production effectiveness
- Managed day to day activities in the production process with in-house and external production
- Performed quality control and shipment processes

### ● Salesman

Scuola del Cuoio | Mar 2013 - Nov 2013

- Guided customers on purchases based on interests, promotions and other sales
- Managed special orders of bags and leather apparel
- Provided guided tours of the company and workshop
- Performed general store upkeep during store hours and after closing, including cleaning, organizing shelves and restocking items

## Education & Training

---

2002 - 2007

### ● Luigi Einaudi Pistoia

Tourism Services Technician , Tourism Management