



# Thomas Norcombe

Production & Sourcing Manager

London, UK

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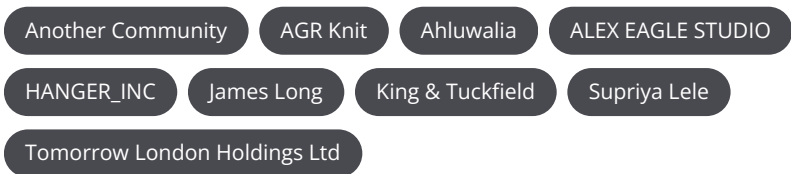
## About

Sales, Production and Sourcing Manager within the fashion sector.

Skilled in:

- Working with start-ups.
- Organize and manage special projects with other businesses.
- Manage and run a studio and implement a critical path.
- Source, develop and feedback on garments where needed.
- Strong knowledge of the global fashion markets.
- Project and Operation Management.
- CRM B2B.
- Managing budgets.
- Ability to communicate clearly with different departments.
- Managing deadlines.
- Critical data analysis.
- Showroom Sales.
- Advanced in the following software: Office Word, Office Excel, Adobe Photoshop, Adobe Illustrator, Adobe InDesign, Joor and Zedonk.

### BRANDS WORKED WITH



## Experience

- **Product Developer and Production Manager**  
ALEX EAGLE STUDIO | Feb 2022 -



- **Production Manager and Product Developer**  
King & Tuckfield | Aug 2021 - Jan 2022  
-Worked solely on producing over 140 SKU's  
-Worked closely with UK manufactures

- **Production Manager / Product Development**  
AGR Knit | Nov 2020 - Aug 2021  
-Sourced new factories to allow for the growth and expanded the range offering  
-Worked closely with the creative director on woven product  
-Decreased production costs  
-Expanded my knowledge on knitwear sampling and production



### ● Production & Sourcing Manager

Ahluwalia | Oct 2019 - Aug 2021

- Solely responsible for the AW20 production.
- Assisted product development and together with production helped decrease costs by 15% from budget forecast.
- Sourcing ethical and environmentally responsible partners.
- Management of tight deadlines.
- Reporting to Creative Director.

### ● Production & Sourcing Manager

Supriya Lele | Mar 2019 - Oct 2019

- Solely responsible for the production since SS20.
- Building and managing of critical paths.
- Managing budgets for production whilst reporting to the accounting team.
- Building new partnerships with factories, fabric, freight and hardware suppliers.
- Managing suppliers.
- Reporting to Creative Director.
- Developing collection plan.
- 100% of SS20 productions delivered in advance.

### ● Sales Executive

Tomorrow London Holdings Ltd | May 2018 - Feb 2020

- Reporting to Head of Sales and Commercial Director.
- Responsible for showroom set up.
- Achieved individual targets in sales campaign.
- Negotiating with clients.
- Negotiating in store activations - pop-ups, in-store dedicated spaces and exclusivities.
- Order confirmations.

### ● Sales And Production Manager

HANGER\_INC | Mar 2017 - May 2019

- Responsible for sourcing factories and trims.
- Responsible for strategy to grow wholesale accounts. Bought on key stores including Selfridge's and Opening Ceremony.
- Management of the collection plan.



### ● Sales Executive, Production & Sourcing Manager

James Long | Jun 2011 - Feb 2017

- Responsible for production and development from 2012.
- Sourced new factories, fabric and trim suppliers.
- Production delivered in advance on 80% of collections.
- Worked with Sales Director on building and maintaining key stockiest relationships - such as Browns, Harvey Nichols London and Shine.
- Managed e-commerce from 2015.
- Managed special collaborations with Music Artists, Stylists and Businesses.
- Managed a team of 5-20 for the preparations LFW catwalk shows.

## Education & Training

2008 - 2012

### ● University of Westminster

Bachelor's degree,