



Irene Cipolla

Collection Manager

📍 Vicenza, Province of Vicenza, Italy

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Languages

Italian (Native)

English (Fluent)

French (Basic)

About

Product development Manager with extensive experience in the apparel and fashion industry.

Proficient in Product development, Strategic Planning and Research.

Result driven with strong skills in organising resources and scheduling to deliver the best possible collection. Close collaboration with the Design, Marketing, Brand and Sales departments.

I am motivated, results orientated, curious and determinate to continue my career in new areas such as Brand Management and Product Marketing.

BRANDS WORKED WITH

Ferrari SpA

Giorgio Armani Operation spa

MAREXPORT s.r.l. Global Forwarding UK

- Nike Italy S.r.l.

Ralph Lauren Corporation

VF INTERNATIONAL SAGL.

Experience

● Product Manager Collection Menswear

Giorgio Armani Operation spa | Oct 2022 - Sep 2023

Managing the complete Sample development process from Sketch to SMS, ensuring all deadlines are adhered to.

Managing the complete development process with a focus on Outerwear Man. Casualwear and Technical Fabrics were the themes of the collections. The Whole collection was Made in Italy with a large number of Vendors involved based mainly in north/ center Italy.

● Product Manager Collection Adultswear

Ferrari SpA | Mar 2016 - Sep 2022

Managing the complete Sample development process from Sketch to SMS, ensuring all deadlines are adhered to.

- Work with designers to manage the process of material sourcing/development and prototyping for specific categories of products.
- Ordering raw materials for prototypes and samples to Suppliers.
- Quality control on all the proto received, visiting Suppliers in Far East before they sending first proto.
- Organise and set up all prototype fittings, informing Design and Technical Service.
- Attend all fittings from prototype through to first pre-production fittings.
- Communicate prototype and sample forecast to vendors.
- With Design and Merchandising allocate the line; style to cloth and showroom samples.
- Responsible for sample BOMs.
- Responsible for sample amendments. After first Proto Meeting with Ferrari VP and Retail Chief, I travel to the suppliers to comment directly all the amendments and be sure they will understand everything.
- Responsible for collection hand over to Supply Chain.
- Responsible for communications with relevant suppliers and daily follow up of prototyping and raw materials developments: problem solving, providing information.
- Owner of managing all the information and resolve issues that arise during and after the development of the Collections.
- Manage Target and costing activities for raw materials, prototypes and SMS.
- Managing a team of 2 Assistant product Developer.

● Product developer Collection

Ralph Lauren Corporation | Oct 2013 - Dec 2015

Supports the complete product development process to meet business criteria for design, fit, quality, deliveries and target margins in line with the range plan and critical path

- Attends Design hand off of new styles at Italian vendors.
- Updates NY with all changes/additions /cancellations made by Design during the visit to factories
- Daily follows up with the factories on Prototypes, trial developments and sample construction.
- Follows up the process anticipating possible issues.
- Updates Vendors with all changes/additions /cancellations made by NY Design team.
- Receives all TPs and check them before splitting and sending to factories
- Organizes and attend fitting samples in Italy with Design and PD technical team
- Receives and sends all trials and new developments requested by Design for special trims, embroideries ecc..
- Coordinates samples hand carry with factories and express courier, UPS or other couriers, checking all shipping docs and forwards a copy to NY before approving Samples shipments
- Communicates daily with QC to plan the inspections to the factories for pre-production samples
- Receives and sends all the pre-production samples to and from NY
- Daily updates new data on the internal database (quest PDM) in order to maintain NY connected on the Construction changes on samples and technical changes on proto
- Updates daily Italian Vendors about the measurements and the quality standards for pre-production samples
- Periodic visits to factories
- Manages the certification documents for the new factories and subcontractors

● Product planner

VF INTERNATIONAL SAGL. | Jun 2012 - Aug 2013

- Planned production lead time accordingly with Asia Vendors PLT
- Kept constant communication with Asia VF Team and lead the Hong Kong and India teams, troubleshooting when necessary; kept daily updated production plan shared with VF Hong Kong office.
- Created and maintained Purchase Orders in the system;
- Ensured sales forecasts were reviewed and analyzed. Monitored forecast changes and forecast accuracy
- Maximized product availability, whilst ensuring the inventory levels were kept within the Company's targets;
- Maintained regular communications with product development, marketing, warehouse, sourcing, sales and customer service, in order to be update and kept them updated as well;
- Provided detailed weekly analysis of inventory, production and sales;
- Was responsible for the purchase of Special Make Up (SMU), Marketing and Visual material, including complementary and promotional goods to the Retail and Wholesale stores

● Account customer operation specialist trainee

- Nike Italy S.r.l. | Oct 2011 - Apr 2012

- Ordered Management perform basic, function track and maintained orders on SAP
- Analyzed system generated reports, resolved credit issues and allocation holds working through Credit and Planning team;
- Ensured accurate and timely delivery of products related to new store openings, product launches, and advertising promotions;
- Handled all aspects of returns and claims interfacing with the customer and all internal stakeholders;
- Communicated professionally, efficiently and tactfully with Customers, Operations Management, Sales Management and Sales Representatives through verbal and written communication;
- Proactively sold product based on knowing the specific needs of the customer, offering suitable alternatives when product was not available;
- Took care of Product Flow and Logistics knowledge learn the basic principles of Account Management relating to the specific areas of product flow and logistics processes;

- **Account Operation and Logistic support Intern**

MAREXPORT s.r.l. Global Forwarding UK | Jan 2011 - Sep 2011

- Assisted the General manager, was responsible for the communication between Italy HQ and UK;
- Inserted and followed up the shipments on as400 system, checking documents for the import orders and checking and preparing documents for UK Customs duties;
- Kept Daily contact with UK customers and planned the goods arrivals at their warehouse
- Ensured accurate and timely delivery of products; coordinated Italian Supplier.
- Handled all returns and claims interfacing with the customer and all internal stakeholders;
- Was Responsible for take the information flow between South Africa's office and HQ

Education & Training

2023 - 2024 ● **24h Business School (Milan)**

MASTER in MARKETING and BRAND MANAGEMENT,

2006 - 2010 ● **Genoa University**

Bachelor of Arts,