

### Contract History

July 2000 - Current

**Retail Contractor offering: Interim Buying Management; Sourcing Strategy Implementation; Project Management and Change Management, Team Building. Positions covered for the following clients:**

#### Charles Tyrwhitt

September 2009 - Present

**Sourcing Executive.** Working with the Board to develop and implement a new sourcing strategy with the aim to gain 8-10 additional intake margin points whilst maintaining all other KPI's.

#### Otto UK

January 2009 - June 2009

**Head of Buying, YourSchoolUniform.com Ltd.** Reviewed the total supply process. Delivered a forward supply strategy, challenged all costs and processes.

April 2008 - December 2008

**Head of Buying, Freemans.** Took responsibility for product direction; the P & L, sourcing and 15 buying staff in the womenswear department. Worked in close conjunction with design, quality and merchandising team. Rebalanced team to create the correct skill matrix and coached them in ways of direct sourcing in the Far East.

September 2007 - March 2008

**Business Unit Manager, Grattans.** Was responsible for staff of 6 in lingerie & sleepwear areas; product ranging; sourcing; margin; stock parameters for Grattan, Freeman, Kaleidoscope & Oli catalogues. Delivered new range direction and sources. Gained an additional 5 margin points.

March 2007 - August 2007

**Group Sourcing Manager, Otto UK.** Worked with the B & M team and overseas offices, to review current sourcing and formulated a strategic plan to grow higher margin by direct importation.

#### Littlewoods/Shop Direct Group

May 2005 - February 2007

**Head of Buying and Merchandising.** Reviewed the 'Add On Sales' department (£25m turnover); provided and delivered a clear direction and strategy to move the business forward. Motivated the incumbent team, leaving a sustainable and profitable business unit in place.

#### Early Learning Centre

August 2004 - April 2005

**Buying Manager.** Managed arts & crafts, indoor games and outdoor activity departments. Responsible for the buying team, the P & L and sourcing.

### Homebase

January 2004 - June 2004

**Supply Base Manager.** Reviewed top 10 suppliers with a view to increase service levels and gain margin. Delivered a proposal to implement changes to secure additional cash profit.

### Argos

September 2002 - December 2003

**Projects Manager.** Managed and delivered a 10 store trial of clothing into Argos Extra stores. Worked on product development for the inclusion and roll-out in Argos Extra stores.

### Mothercare plc.

July 2000 - September 2002

**Sourcing & Supply Manager.** Created and delivered a sustainable direct supply strategy, supported by a solid importer and factory base. Improved service and margin by 10 points. Challenged and removed unnecessary costs or processes that did not add value to the customer.

### Career History:

#### Bhs plc

May 1996 - June 2000

**Supply Base Manager.** Formed and headed a team to generate a corporate sourcing strategy and recommended how to re-engineer the supply base to meet their requirements, in terms of people, processes, manufacturing methods and logistics. Worked between Bhs and it's key suppliers to implement business improvement.

November 1994 - May 1996

**Divisional Buying Manager.** Responsible for strategic direction and world-wide sourcing for ladies lingerie, sleepwear, hosiery and slippers with a turnover of £110m. Seconded to this area to regenerate sales and motivate a demoralised team.

September 1991 - November 1994

**Divisional Buying Manager.** Responsible for strategic direction and world-wide sourcing for childrenswear. Increased margin by 6 points and created a sustainable business unit.

#### Fosters Menswear

February 1985 - June 1991

**Buying and Merchandise Manager.**

#### GUS Mail Order Division

February 1973 - January 1985

**Stock Controller through to Senior Group Buyer.**