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Summary

Accredited Sourcing, Buying And Merchandising with 12 years of experience looking in collating my skills and experience to suitable profile in Buying, Planning, Operations and Sourcing. A astute professional with proven track record of creating, Developing, and sharing experience with team. Expertise and proven records in handling B2B and D2C direct businesses in ensuring licensing and compliance before the shipping of goods.

Worked with Top Liaison offices which caters to Online and Direct customers in Uk, Europe, Nordic and Russia- With top license production houses (Disney, Smiley , Star wars, Marvel , Peppa Pig, Play Station, Xbox, Mine craft ,Harry Porter, Pokémon, Sonic, Hey Duggee, Friends, Fortnite, Paw Patrol, baby Shark, NASA, Jurassic Park , WWE, Zelda+ 60 other license houses)

Clients handled: (In Retail) Juicy Couture, Lonsdale London, Playboy and Everlast.

Clients Handled : (Wholesale And Licensors) : Kappahl, Lindex, Takko, Kiabi, Elcorte Ingles, Hipercor, JBC, Maxima, My Toys, Zeeman, Vanilla Underground, Character.Com, Pop Gear, F & F, and Reporter, Corra France, Distri Centri, LiDI, Zeeman, Cool Cat, Detsky Mir, Korablik, Dansk, Leclerc, Tokmanni, Action, Alcampo

Extensive Knowledge in merchandising (License and Non License products)

Cross functional collaboration

Research and Analysis

Buying,Sourcing &Procurement

Successful track record in building and maintaining relationship with Buyers / to management and vendors.

Leading team with best practices, procedures, CP Tracking tools as per customer requirement

Onboarding New Vendors

Print & Design Knowledge

Production Activities

PAN India Travelling for supplier visits, Trade shows

Oversee and keep checking on all development projects – new supplier search, product feedback – between buyers and Merchandisers.

Will decide on the most appropriate supplier from current supplier base by investigating and analyzing all reasonable sourcing possibilities

Risk in the supply base will be minimized through continuous monitoring and management of high-risk suppliers (late deliveries; unreliable; lack of quality; etc.)

Production capacities per commodities will be accurately determined and monitored from suppliers

Will ensure that suppliers' accept all aspects of the contract

CP (Critical Paths set up and monitored)

Cascade all good working practices to the less experienced markets

Will proactively liaise with Operations

Information about product trends will be communicated to Pep buyers. Proactively source and develop new product(s) to meet buyers' wishes.

Experience



Sourcing And Merchandising Manager

JAY JAY CAPITAL AND INVESTMENTS PVT.LTD

Jul 2021 - Present (8 months +)

Buyer , Sourcing And Merchandising for these retail brands Playboy, Juicy Couture, Everlast And Lonsdale London.

Handling Knits, Woven And Denim.

Focused on Women's and Men's Category.

Have handled Different fabric Constructions, Compositions, Structures and well versed about its specific advantages and disadvantages.

Co-Ordinate with suppliers from China, Vietnam, Thailand and India (Ludhiana, Bangalore And Tirupur).

Order building and maintaining critical path managing on time deliveries.

Building strong relationships and managing relations across business functions(departments-design-sourcing and planning).

Working closely with mills & vendors to achieve 99 - 100% on time sampling & meeting deadline of adoption meetings.

Seamless products, New innovative and performance, Sustainability and Recycled fabric sourcing, New product development on sportswear, Leisure wear, Street wear, lounge wear, Athleisure, Yoga wear, Shapewear from manufacturers in China, Korea, Vietnam And Thailand.

Engage with the team, guide and motivate the team members to help them with individual targets.

Represent buyer in day to day field activity and liaise with vendor for the right product focused on confirmed delivery.

Formulating and implementing strategies for global purchasing of fabrics as per orders.

Negotiating the price of fabric from the supplier in accordance with the required quality and standard.

Ensuring the buyer requirements are met in terms of shade matching, on-time delivery and quality parameters.

Ensuring maximum cost savings and meeting anticipatory orders.

Managing Fabrics follow up, buying activities, approvals, quality control and defects analysis of the fabrics.

Guiding the product development team with new fabric collections for every season for developing new samples.

Maintain co-ordinal relationship with suppliers and other stakeholders

Brands: JUICY COUTURE (US), LONSDALE LONDON(UK), PLAYBOY (US), EVERLAST (US).



Senior Merchandiser & Quality assurance

Fashion UK

Feb 2019 - Dec 2020 (1 year 11 months)

To take complete responsibilities of the TNA, KPI and documentation for the product development process (end to end) for the product portfolios, working closely with Buyer and vendor.

Monitor and update all trackers in a timely manner and ensure the production is in control.

Work in close co-ordination with PD head and to ensure timely development

Co-ordinate communication and T&A within the PD department (Design/ Sourcing/ Packaging/ Technical) to ensure alignment. Ensure close alignment with Design team to ensure all deadlines are maintained

Align with the Technical Team to ensure the product Fit , PP and size set is correct as per Brand requirements and ensure construction is feasible for production

Coordinate communication and T&A to PPC and operations to ensure timely and smooth handover

Brands : Vanilla Underground, Takko, Character.Com, JBC , El Corte Ingles, Hieprcor , My Toys, Kappahl, Lindex, Zeeman, Pop Gear, F & F, Reporter, Zeeman

Senior Merchandiser

Beconnected World

Feb 2016 - Jan 2019 (3 years)

Responsible for procuring PURCHASE ORDER (P.O.) SHEETS from the Buyer.

Preparing internal order sheets and raising 'BOM' required for the order as per the P.O. sheet.

Access in-house test reports and collect 3rd party test reports and share to buyer for Their confirmation.

Correspondence & coordinating with clients on a day-to-day basis in regards of sampling and production.

Analysis of Customer requirement and proposing to them as per their requirement and specifications.

Issue sample request form with complete details, sketch and point of measurement.

Liaise with suppliers to track shipment schedule to ensure on time delivery.

Responsible for all the approvals related to Garment styling, Lab dips ,Fit approvals, Print quality and final PP SAMPLE approval.

Maximize and achieve revenue and profitability targets through effective Merchandise Planning & selection, Costing, Sourcing and promotions.

Ensuring qualitative products as per standards

Designer Cum Merchandiser

Balu Soc

Jun 2012 - Jan 2016 (3 years 8 months)

Worked for a Brand.

Purely into brand developing, Sample development and Graphic Designing for Mens Tshirts.

Also held other US customer export orders to be monitored and produced in our own factory.

Visiting Dyeing , Printing and Embroidery sections for continuous order flow.

Assisted Production team and sampling team to achieve the correct samples in faster process.

Merchandiser

Lilliput Kidswear Ltd.

May 2010 - May 2012 (2 years 1 month)

Graduate Of the highly ranked university with 6 years of progressive experience across broad range of Apparel, Fashion & Accs. Buying & Sr. Merchandising.

Proven ability to combine vision, creativity and strong business skills with well-developed project management and leadership quality to support organization business, positioning companies and product success. Areas of Expertise include :

Trend analyzing and forecasting, Product Selection, Projections Analysis, Analyzing Product life cycle, Strategic Planning, Product Development, Pre buying, Buying, Post buying Analysis, Exhibition follow-ups, Supplier communication,

Cost negotiation with suppliers, Budgeting, Product Approvals, shipment planning, Time and Action

Planning, organizing distribution with Retail merchandisers, Stock Control. Follow up with product development, Planning and programming, Purchasing and functional area of the garment manufacturing Team Building & Leadership

Entrepreneurial style of working

Familiar with SAP, VALUE PLUS, Adobe Photoshop, Adobe Illustrator, MS office, Lectra

Strong analytical and technical background and good communication skills.

Working in a team environment for data, knowledge sharing.
Executed developmental activities of several projects successfully

Education



PSG College of Technology

Bachelor of Applied Science - B.Sc, Fashion/Apparel Design
2007 - 2010



TEA PUBLIC SCHOOL

Higher Education , General Studies
2005 - 2006



St.Josephs boys higher secondary school, Coonoor

High School , General Studies
1994 - 2004

Skills

Merchandising • Apparel • Fashion • Textiles • Visual Merchandising • Trend Analysis • Fashion Design • Styling • Knitwear • Retail Sales