

CONFIDENTIAL RESUME

NAME
ADDRESS
ADDRESS

TELEPHONE

OBJECTIVE: To join an established domestic/import apparel manufacturer requiring an experienced manager with significant profit orientation and a solid record of achievement in operations.

PROFESSIONAL EXPERIENCE:

COMPANY CITY, STATE
\$600M wholly owned subsidiary of the world's largest retailer of ladies apparel with \$3B in annual sales.

Director of Corporate Logistics (5/87 to present)
Direct staff of 25 in the importation, movement, and distribution of all raw materials and finished product. Manage centralized billing, inventory control, fabric lab, pattern and marker departments, and computer-aided design area.

Director of Domestic Operations (1/87 to 5/87)
Procured raw materials from domestic sources for manufacturing at U.S. and "807" facilities. Established central cost engineering function for company.

RESORT CITY, STATE
\$25M year-round full service resort.

Director of Operations (5/86 to 1/87)
Recruited by owner to implement financial restructuring due to bankruptcy and operational restructuring including the establishment of a comprehensive MIS system.

COMPANY CITY, STATE
\$300M importer and manufacturer of apparel.

Vice President of Administration (1985 to 1986)
Appointed to 7-member Executive Board. Established policies and directed staff of thirty in managing the flow of information and product throughout the company.

Corporate Operations Manager (1983 to 1985)
Developed and monitored detailed Master Operating Plan adopted as model within the industry.

Corporate Manager / Raw Materials and Legal Counsel (1976 to 1983)
Purchasing Supervisor (1974 to 1976)
Assistant Supervisor of Purchasing (1971 to 1974)
Assistant Controller (1971)

EDUCATION:

SCHOOL OF LAW CITY, STATE
Master of Laws / Taxation (1979)

LAW SCHOOL CITY, STATE
Juris Doctor (1976)

UNIVERSITY CITY, STATE
Bachelor of Science in Business Administration (1970)

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AREAS OF SPECIALIZATION:

- **Import operations**
- **Production planning**
- **Domestic/international traffic**
- **Letters of credit**
- Cooperative advertising
- Materials handling
- Inventory control
- Contract arbitration
- Anti-trust compliance programs
- Purchasing control
- Insurance program administration
- International financial arrangements
- **Logistics planning**
- **Cost analysis**
- **Raw material procurement**
- **Warehousing management**
- Organizational structuring
- Quality control/assurance
- Drafting of contracts
- Labor negotiations
- Personnel administration
- Facilities management
- Merchandise planning
- Disposal of obsolete inventory

AFFILIATIONS:

Member of State Bar

Member of Federal Bar

Notary Public

Licensed Real Estate Broker

American Arbitration Association - Commercial Panel of Arbitrators

PERSONAL:

Married, 2 children

Elected Town Meeting Member and served on several town committees.

Interests include law, history, politics, skiing, sailing.

REFERENCES: Available upon request.