

## JAMIE GOODWIN

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Extensive experience and success in buying and management within the retail and landscape industry. With the ability to develop, grow and provide commercially successful product in a highly competitive market.

### THE THREE SISTERS (FLAVOURS & SPICES LTD)

2010-2016

#### PRODUCT MANAGER

- Setting-up The Three Sisters website and business accounts on Amazon and eBay, creating the platforms for selling The Three Sisters products in the UK, Europe and worldwide.
- Designed an authentic stainless steel masala dabba spice box, which was successfully manufactured in India, to compliment The Three Sisters Indian cookbook.
- Responsible for the quality control of products and stock levels.
- The monitoring of orders on the websites and overseeing the dispatch of orders via courier companies and Royal Mail.

### LDC (LANDSCAPE DESIGN CONTRACTORS)

2002-2010

#### LANDSCAPE BUYER

- Responsible for procuring goods and sub-contracted services within specialist sectors.
- Reporting too and working with the contracts Manager on the planning and procurement of the required products and sub-contractor services required to commence and carry out the required work on site.
- Working closely with the Managing Director on quotations for potential future projects with clients in both the commercial and private sector.
- When successful in winning the project, involved in the management handover of the job, scheduling the commencement dates and the buying programme.

#### Achievements included:

- Successfully re-negotiated improved cost prices on core products with Builders merchants.
- Sourced new nurseries for the supply of plants and horticultural products.
- Designed and sourced a supplier for a new staff uniform for the on-site workforce to assist with performance and enhance the company profile.
- Developed a good knowledge and understanding of working with architect drawings.

### JAEGER

2001-2001

#### MENSWEAR PRODUCT MANAGER

- Responsible for the planning and development of a new contemporary look for the Jaeger menswear seasonal ranges, working closely with the Design and Production departments.
- Negotiating with suppliers on price and delivery dates, managing the production process with the factories in order to meet the critical path timelines.
- Working with the merchandising department, analysing reports and allocating ranges to stores nationwide.

## BLAKES (CASANOVA FASHIONS LTD)

1996-2001

### MENSWEAR BUYER

- Sourcing, selecting, buying and allocating of menswear brands for a multiple with 16 branches nationwide, successfully introducing All Saints, Jasper Conran, Guess Jeans and Journey Shoes to the retail profile.
- Working with specific budgets, sales targets and the knowledge of the market trends, company and customer profile.
- Restructuring the Suit range offer by reducing the number of suppliers, enabling greater depth in quantity, quality and style development. This resulted in the negotiation of improved terms, prices and an advertising and promotions campaign with suppliers.
- Developing Blakes own label through design, cloth selection and sourcing manufacturers.

## LIBERTY RETAIL LTD

1991-1996

### MENSWEAR BUYER

1993-1996

- Responsible for the development, buying, allocation of budgets, merchandising and the profitability of the following categories: Suit collections - Giorgio Armani, Cerruti, Gucci, Hugo Boss, Paul Smith, Richard James. Contemporary Designers - Helmut Lang, Dries Van Noten, Costume Homme, Alexander McQueen, Hugo, John Rocha. Sportswear collections - Timberland, Polo Ralph Lauren, Gant, Stone Island, CP Company, Armani Jeans. Liberty Menswear own label development and consultant to the design studio.

### DEPARTMENT MANAGER - MENSWEAR

1991-1993

- The responsibility of the department, merchandising of the collections, sales targets, introducing incentives, staff training and maintaining a high standard of customer service.

## BROWNS RETAIL LTD

1985-1991

### MANAGER / BUYER MENSWEAR

- The planning, buying and sourcing of international designer collections from abroad and the UK market.
- Development of Browns Menswear own label for retail and wholesale distribution.
- Analysing sales reports and merchandising collections in the shop to maximise sales.
- Promoting a team environment and motivating staff to a high standard of selling and customer service.

## OLYMPUS SPORTS

1982-1985

### SUPERVISOR

- Responsible for achieving sales targets, stock, staff training and product knowledge, reporting to management.

## TRAINING AND ACHIEVEMENTS

2000: IT Skills - Plus Course - RSA certificate - Guildford College

1994: Liberty - Buying course ( negotiating skills, budget and range planning).

1993: Liberty - Textiles Technology course.

1992: Liberty - Management Skills course - certificate received.

1984: Olympus Sports - Management / Supervisors Retail course - certificate received.

## EDUCATION

1975 - 1982: 3 'A' Levels, 8 GCSE's