

KARTHI DURAIRAJAN

Head-Operations-Textile & Apparel

EDUCATION

Certificate Program	Business Finance and Financial Modelling, IIM Vizag	(Expected Completion on Nov 24)	
B. Tech [Textile Technology]	Bannari Amman Institute of Technology, Anna University	70.00%	2005
HSC [Class XII]	National Higher Secondary School, State Board of Tamilnadu	81.00%	2001
S.S.L.C [Class X]	National Higher Secondary School, State Board of Tamilnadu	90.02%	1999

PROFESSIONAL EXPERIENCE – 19 YEARS

TVS SUNDARAM INDUSTRIES PVT LIMITED, CHENNAI HEAD-OPERATIONS-INTEGRATED TEXTILE DIV. FEB 22 – TILL DATE

- ✓ Responsible for P & L for the entire Operations. Heading Business Operations, New Product Development, Cost Negotiation with Clients, Supply Chain Management, Managing Product Development centre, Modular Production and Outsourcing for 250+ machines across various factories based on Project demands.
- ✓ Raw Material development from Tender specification for technical fabrics such as Nylon 6,6 coated with PU, FR etc.,
- ✓ Heading the Product development team which translates into products from User requirements, Specification or Problem statement.
- ✓ Exposure to Technical Textiles, Tactical Backpacks, Bullet bullet-resistant vests, and Customized solutions for the Defence Segment
- ✓ Responsible for Monthly/Yearly Targets and Aligning with Dynamic Strategic Decisions from Management.

PINNIUM ADVANCED GARMENTS PVT LIMITED, BANGALORE HEAD-OPERATIONS FEB 19 – JAN 22 (3 Y)

- ✓ Leading factory operations for backpacks and customized products, overseeing a production capacity of 50,000 units per month with 150 machines and a workforce of 250 people.
- ✓ Managing Business Operations which includes Product Development, Merchandising, Supply chain Management, HR Management, Legal and Compliance.
- ✓ Developing new SKUs for Identified Product lines. Meeting set targets for Product Launches per month & its production Budget. Constantly working with the Design & Product Development Team.
- ✓ Improving sales efficiency from the product lines by maximizing profitability by constantly optimising product cost. Monitoring Inventory & Sales for 200+ SKUs in various marketplaces and Offline sales. Ensuring enough stocks in Different fulfilment centres across all regions.
- ✓ Commissioned fully automatic machines for 3-ply Surgical mask manufacturing and Automatic Bouffant Cap Machine Products – Apparel, Rain suits, Backpacks, Delivery Bags, Chef Wear etc. Disposables NW – 3ply Mask & Bouffant Caps.

BHARAT SILKS, BANGALORE DIVISIONAL MERCHANDISING MANAGER FEB 13 – JAN 19 (6 Y)

- ✓ New Product development as per client requirements and achieved a hit rate of 2 % of submitted designs.
- ✓ Led three teams, each consisting of 4-5 members, for assigned clients & handled an annual revenue of 40 cr.
- ✓ Budgeting and Weekly Fund planning with the Chief Executive.
- ✓ Responsible for Clients Technical & Social Compliance Audit which covers Health & Safety and Employees Welfare
- ✓ Reviewing TNA, BOM, Costing, Order Completion Reports and Profitability Reports prepared by Senior Merchants.
- ✓ Buyers Managed – Eileen Fisher, Levi's, USA

GOKALDAS IMAGES PVT LIMITED, BANGALORE SR. MERCHANDISER FEB 12 – JAN 13 (1Y)

- ✓ Comprehensive Merchandising Activities for Men's Suits, Jackets and Blazers.
- ✓ Costing, TNA preparation & Complete Project Management; Buyers Managed- H&M and DKNY

BHARAT FASHIONS & APPARELS, BANGALORE SR. MERCHANDISER JUL 06- JAN 12 (6Y)

- ✓ Product Development, Costing, Preparation of Time and Action (TNA) plans, Production orders & follow-up
- ✓ Pre-shipment tasks: arranging inspections, preparing invoices, and booking with forwarders
- ✓ Post-shipment tasks: preparing Order completion documents, profitability reports and following up on payments with the buyer
- ✓ Product Line-Hi -End Ladies Dress, Top, Skirt, Pant, shirts, Casual jackets, coats, scarves and Children's garments
- ✓ Buyers Managed- Eileen Fisher USA by Li & Fung HK, Maxmara, Marina Rinaldi, LIU-JO etc.,

JG HOSIERY (AMUL GROUP) PVT LTD, TIRUPUR JR. MERCHANDISER JUN 05- JUN 06 (1Y)

- ✓ Planning fabric requirements based on Knitting & Dyeing process lead time and garment unit production for assigned Brands.
- ✓ Had exposure and was responsible for Maintenance and Quality for 135 Knitting machines for 6 months duration.
- ✓ Planned & outsourced garments for 11 garment units & followed to make shipments.

PERSONAL INFORMATION

- ✓ Date of birth 16 .06.1984; Known Languages-English, Hindi, Tamil and Kannada
- ✓ E: karthid.tpr@gmail.com ; M: +91 9986149890
- ✓ Address: B502, Jones Blazia, 200ft Radial Road, Chennai-600117