



# Monia Baccolini

Senior product and production manager

📍 Modena, Province of Modena, Italy

✅ Monia is **Available to work**

[Portfolio link](#)

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## Links

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## Work Preference

Location: Open to relocate

Pattern: Open to Full time or Part time work

Employment: Freelance Assignments, Permanent Positions

## Skills

Strong knowledge of different category of...

Negotiation skills (Advanced)

Costing and margin (Advanced)

Used to work with high level foreign and...

Plan and lead time managements (Ad...

Managing critical points (Advanced)

## Languages

English (Work Proficiency)

Italian

## About

25 years working as Collection/Product manager , for well known brand , managing all categories and overseeing great staff .

Thanks to the collaboration with luxury brands, I have been improving my working experience. Now, I wish to meet new goals to be able to enrich my professional skills and to express my very best personal and professional qualities, working with new managements.

### BRANDS WORKED WITH

Antress S.P.A.

Boglioli

Cherry Grove Srl

Gruppo Nadini Spa

I.T.C. Spa

Loro Piana Spa

Raffaele Caruso Spa

RTW

Trussardi Spa

## Experience

### ● Operation Manager

Antress S.P.A. | Oct 2021 - Oct 2022

Skills :

Overseeing the production process taking care of quality, costs/margin and timing.

Drawing up scheduled sheets for the whole production process in order to estimate eventually critical performance.

Negotiation with suppliers to achieve and set the best quality , delivery and costs possible.

Liaising with different departments : commercial, style/product and customer dept.

Supervising and motivating the team's members.

Working with other managers to reach the needs and goals assigned.

Research and evaluate new suppliers suitable for the Company to purpose to the style office.

Creation of the samples price list and check of the margins. Staff ruling : 10 workers.



### ● Project manager consultant

RTW | Oct 2018 - Sep 2021

Free Lance Senior product manager : Consultancy dedicated to Woolrich rebranding Skills :

Definition of the strategy, planning of all phases of project development, and target positioning, research & evaluation of eco-sustainable new projects/ideas.

Control of timing, merchandising plan/range prices, budget estimation/control, prices/sales analysis.

Research and evaluation of new suppliers/outsourcing factory services (Italy/Abroad) suitable for quality/price.

Active sourcing/picking: garments, raw materials, eco-sustainable materials/products.

Definition price point each category/product and launch test samples.

Negotiation with suppliers to find the most competitive rates to achieve retail prices/margin targets.

Coordination prototypes, samples and production fittings.

Control of the complete process of samples collection: technical/quality/perceived/costs.

### ● Senior Collection manager

Trussardi Spa | Jul 2016 - Oct 2018

Job details:

Coordination and management total look Trussardi men's wear/women's wear.

Elaboration of timing, briefing, merchandising plan/range prices, price analysis, budget estimation/control.

Research and evaluation of new suppliers/outsourcing factory services.

Negotiation with suppliers to find the most competitive rates to achieve retail prices/margin targets.



Active sourcing/picking based on design studio requirements and commercial department requests.

Coordination prototypes, samples and production fittings. Staff ruling : 3 Pm: leatherwear/outerwear/ lightwear/ jersey, 1 pm denim , 1 Pm knitwear, 3 back officer,

## ● Senior Collection Manager

Boglioli | Jan 2014 - Jul 2016

Senior product manager : Boglioli men's/women's wear. Job details:

Coordination and management total look Boglioli men's wear/women's wear.

Elaboration of timing, briefing, merchandising plan, price analysis in collaboration with COO.

Support the design team through the research of new formal and sport products.

Research and evaluation of new suppliers/outourcing factory services.

Negotiation with suppliers to find the most competitive rates to achieve retail prices/margin targets.

Active sourcing of fabrics, yarns, lining, trim, special dyes, based on design studio requirements.

Support the design team to organize fashion exhibition.

Organize prototypes, samples and production fittings with designers.

Staff ruling : 1 Junior Pm, 1 Junior designer, 1 R&D sourcing, 3 back officer, 2 technical specialists.

## ● Senior product manager

Raffaele Caruso Spa | Feb 2010 - Dec 2013

Job details:

Management of the development of the Caruso and Uman Brand.

Elaboration of timing, briefing, merchandising plan, price analysis in collaboration with our export and production managers.

Support the design team through the research of new formal and sport products.

Sales analysis and brand performances (margin, SKU, productivity etc..)

Support for our retail customers creating special pieces for their shops/departments.

Research of new outsourcing factory services.

Negotiation with suppliers to find the most competitive rates to achieve retail prices/margin targets.

Active sourcing of fabrics, yarns, lining, trim, based on design studio requirements.

Organize prototypes, samples and production fittings with designers.

Support the design team to organize fashion exhibition.

Cooperation with purchasing and production departments to manage the product development process of sportswear, knitwear, neckwear with outsourcing. Staff ruling : 2 back officer, 2 technical specialists.

## ● Senior product manager

Loro Piana Spa | Jan 2009 - Jan 2010

Job details:

Support design team through the research of fabrics, yarns, lining, trim, furs based on design studios requirements at international fairs.

Responsible outlining the timing for the new season, to respecting and ensuring the required timeline.

Responsible for the collection grid.

Research and management of new factories services in Italy to improve the product quality and coordinate price per style with outsourcing.

Support for our retail customers creating special pieces for their shops/departments.

Organize prototype and sample fittings with designers.

Responsible for launch samples collection and price analysis with brand and export managers.

Management of production fittings with outsourcing and control of all the information for the production process.

Cooperation with purchasing and production departments to manage the product development process. Staff ruling : 2 junior designers, 1 junior product manager, 2 back officer, 2 technical specialists.

## ● Senior Brand manager

I.T.C. Spa | Jan 2007 - Jan 2009

Job details:

Support the design team to forecast trends accurately , plan collection structures ,research fabrics, trims, embroideries and new techniques on arrival of new ideas for the new season at outsourcing and at international fairs.

Elaboration of the collection' timing and briefing such as product specifications and price points with the cooperation of export managers.

Sales analysis and brand performances (margin, SKU, productivity etc..)

Research and management of new factories services in Italy to improve the product quality and negotiation price per style with suppliers.

Organize prototype and sample fittings with designers.

Support the design team to organize fashion shows in NY.

Responsible for launch samples collection and price analysis with export managers.

Management of production fittings with outsourcing and control of all the information for the production process.

Cooperation with purchasing and production departments to manage the product development process. Staff ruling : 1 design assistant, 1 back officer, 1 technical specialist.

## ● Senior product manager

Cherry Grove Srl | Jan 2003 - Jan 2007

Job details:

Support the design team to forecast trends accurately , plan collection structures ,research fabrics, trims, embroideries etc... at outsourcing and at international fairs.

Develop and research new techniques on arrival of new ideas for the new season.

Responsible for outlining timing the new season, to respecting and to ensure designs remain within the required timeline.

According to sketches, create new paper patterns and launch prototypes to the pattern department or outsourcing ( knitwear, leatherwear, gloves, scarves, belts, bags ).

Organize prototypes and samples fittings with designer.

Manage of all special pieces for fashion show.

Responsible for launch samples collection , price analysis with the collaboration of the export managers.

Support design team to organize men and woman fashion show in MI.

Production fittings and preparation of all the information to manage the production process. Staff ruling : 3 back offices, 2 technical specialists.

## ● Senior product developer

Gruppo Nadini Spa | Jan 1997 - Jan 2003

Job details:

Develop and research yarns, knit swatches , prints, embroidery, new techniques on arrival of new ideas for the new season based on design studio requirements at international fairs.

According to sketches, create new paper patterns/knit points and launch prototypes to knit/pattern department or with outsourcing.

Manage prototypes and samples fittings.

Launch the samples collection.

Production fittings and preparation of all the information to manage the production process. Responsible licenses collections : Brand Ferragamo women's wear (total look) Brand YSL (knitwear and jersey capsule collection) Brand Agnona (knitwear) Brand Luisa Beccaria (knitwear) Job details:

Support design team to research fabrics, trims, embroideries, yarns, prints, furs, knit points... at outsourcing and at international fairs.

Develop and research new techniques on arrival of new ideas for the new season.

Responsible outlining timing new season, to respecting and ensuring design remains within the required timeline.

According to sketches, create new paper patterns and launch prototypes to pattern department or with outsourcing ( knitwear, leatherwear, gloves, scarves, belts, bags ).

Organize prototypes and samples fittings with designer.

Management of all special pieces for fashion show.

Responsible for launch samples collection , price analysis in collabora-

tion with operation manager.

Arrange production fittings with outsourcing and control of all the information for the production process.

Cooperate with purchasing and production departments to manage the product development process. Staff ruling : 2 back offices, 1 technical specialist.

## Education & Training

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- 2021 - 2021 ● **Fashion Research Italy**  
Sustainability manager, Sustainability in fashion managements
- 2014 - 2014 ● **EF School Cambridge**  
C1 English level , English language
- 1991 - 1992 ● **Carpi Formazione**  
Knitwear manager , Apparel knitting training course
- 1991 - 1993 ● **Italian Fashion House**  
Designer , Apparel manufacturing company
- 1986 - 1991 ● **Grazia Deledda Institute**  
Stylist & paper pattern maker , Apparel/ Manufacturing