



Chloé Chassagnade

Global Supplier Management & Buying Specialist.

📍 Geneva, Switzerland

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Links

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Languages

English (Fluent)

French (Fluent)

German (Work Proficiency)

About

Self motivated and analytical buying professional with over 6 years experience across global e-commerce platforms. Strategic thinker demonstrating strong negotiation skills with proven record of improving business profitability. Passionate about sustainability, innovation and sourcing.

BRANDS WORKED WITH

Ermenegildo Zegna Group

Gorillas

Mismatched Manchester

Pierre Frey

Zalando SE

Experience



● Global Supplier & Buying Manager

Gorillas | May 2022 - Apr 2023

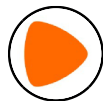
- Negotiating and implementing joint business plans with 50 key global suppliers across the various core markets to implement best in-class sourcing models and improve long-term strategic relationships.
- Generating extra +36% GMV for the business through re-negotiation of key marketing activities, volume rebates, data sharing packages and assortment optimization.
- Cross-functional collaboration to launch Gorillas Partner Solutions building a platform for suppliers to track KPIs and in turn sell data packages.
- Cross functional operations and frequent interaction with founding team and key executives to report on current global performance as well as growth actions & opportunities.



● Category Manager

Gorillas | Aug 2021 - May 2022

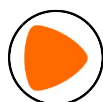
- Responsible for sourcing and implementing assortment plan for ambient product categories with 40% share of portfolio, representing 3.5mill euro revenue share.
- Led onboarding and supplier negotiations creating company-wide negotiation deck cards and creation of legal contracts.
- Designed internal buying processes and KPI analysis tools to measure strategy and success.
- Marketing role to sell promotional activities to brands and help develop extra monetary marketing possibilities for the business – generating an extra 200K euro revenue stream.



● Junior Category Buyer

Zalando SE | May 2019 - May 2020

- In charge of 8mill budget (40% total team) in SS21 responsible for American and European womenswear brands: J. Crew, Banana Republic, Ralph Lauren, GAP, Selected Femme, Y.A.S.
- Coordinated the complete product ownership to maximize sales from buying product to stock replenishment while taking actions to spur sales.
- Performed ongoing brand analysis and evaluated new brand additions to maximize portfolio.
- Creation of exclusive capsule collections achieving +15% growth for unit YOY (capsule bridal collection, sustainable collection, festival-wear collection, and leather program feature).
- Managed and coached two buying assistants for task allocation and buying structure.



● Junior Buyer

Zalando SE | Apr 2017 - May 2019

- 45% collection ownership across Zalando's own-label womenswear jersey and woven wear team, with €3.8mill seasonal budget achieving +30% growth for SS20.

- Responsible for European and Asian suppliers overseeing product and range assortment, price negotiations and KPI monitoring achieving company targets.
- Ownership of full critical path of products including fitting attendance and garment development, sign-off presentations, and final product selection from production to online.
- Collection optimization through key stakeholder management with merchandising functions facilitating solid trade decisions and brand planning, as well as presenting seasonal plans to senior management team.
- Collaborated with tech team on the creation of a new order placement tool and PLM system to streamline processes.



- **Assistant Buyer**

Zalando SE | Sep 2015 - Apr 2017

Assistant buyer within Zalando's privately owned labels within woven and knitwear products.

- **Operations Manager**

Mismatched Manchester | Sep 2014 - Sep 2015

Start-up company created as University project to sell fully-customized vintage shirts to student population. Business broke even within first two months and exceeded target sales by 250% within first four months of trading. Awarded "Most Successful Business Project Group" from the University of Manchester.

- **Marketing Operations Assistant**

Pierre Frey | Jul 2013 - Apr 2014

Launching 2014 fabric & wallpaper collection along with 100 years of Pierre Frey celebration within the Marketing and Operations team.

- **Sales & Merchandising Assistant**

Ermenegildo Zegna Group | May 2012 - Sep 2012

Working under Parisian flagship Store Manager and Merchandiser.

Education & Training

2011 - 2015

- **The University of Manchester**

Bachelor of Science, Textile Engineering & Fashion Marketing

2008 - 2010

- **Ecole internationale de Genève**

Bilingual International Baccalaureate,