



# Stanley Fotzler

Apparel Professional seeking to share my experience & skills in sourcing, purchasing, supply chain,

📍 67920 Sundhouse, France

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## Languages

French (Native)

English (Native)

German (Native)

Chinese (Basic)

## About

My present aim was to return to France to support my son during his graduate studies. In the meantime I am equally seeking to share my experience & skills in sourcing, purchasing, supply chain, as well as my knowledge in management and developing profit centers, with a dynamic and visionary company.

### BRANDS WORKED WITH

Baby Gift International

balabala

Cosmosupplylab

Dorshare

Jit Trading

Li & Fung

Louva International Spanier

Puma Ag

Puma France

Stan'S Pro Shop

## Experience

### ● TRANSITION MANAGEMENT & CONSULTING

free lance | Feb 2015 - Jun 2021

- Consulting mission in supply chain & business development (Shanghai) 02/2015 - 06/2021

### ● General Management

Baby Gift International | Apr 2014 - Feb 2015

Managing Director Asia Pacific:

-Lead, manage, organize, and develop the Hong Kong and Chinese offices.

-Develop the Chinese retail.

-Supplier partnerships development to improve deadlines, quality, costs.

-Anticipate and resolve any problems that may arise.

•Achievements:

-Supplier reliability Improvement through a better supplier monitoring and the through the introduction of a code of conduct.

-Reduction of the development and production cycle by 15% thanks to a more efficient development process.

### ● • General manager

Jit Trading | Jan 2012 - Mar 2014

- Lead, manage, organize, and develop the Hong Kong and Bengali offices.

-Develop new suppliers and new customer accounts.

-Develop internal collections in order to generate commercial development.

-Develop the purchase with a focus to innovation, quality improvement, prices and deadlines.

-Anticipate and resolve any problems that may arise.

-Develop the purchase strategy & budget.

•Achievements:

-€ 5 million turnover development thanks to a proactive collaboration with customers.

-Supplier partnerships development to improve deadlines, quality, costs.



### ● Buying director

balabala | Mar 2009 - Dec 2011

- Develop the sourcing, purchasing and quality policy of the company.

-Develop supplier partnerships to globalize material purchases, improve quality, prices and deadlines.

-Anticipate and resolve any problems that may arise.

-Develop the purchasing strategy & budget.

•Achievements:

-Increase in turnover from € 470 Million to € 765 Million.

-10% increase in profitability.

-Transform the purchasing structure from a CMT to a FOB structure to increase flexibility, efficiency, speed and innovation.



- **Managing Director of Business Unit**

Li & Fung | Feb 2008 - Mar 2009

- Develop existing customers & develop new accounts.
- Global and decentralized management of customer accounts.
- Develop supplier partnerships aimed at improving quality, prices, deadlines.
- Anticipate and resolve any problems that may arise.
- Achievements:
  - \$ 10 million turnover increase, surpassing objectives, thanks to proactive customer management.
  - Development of the supplier portfolio.
  - Profitability Increase through a better product analysis, better supplier negotiations and maximization of resources. Sourcing / Buying:

- **PRODUCT DEVELOPMENT & MERCHANDISING**

Dorshare | Jan 2007 - Jan 2008

- Cosmosupplylab | Jan 2005 - Jan 2007

- **Product development manager team sports**

Puma Ag | Jan 1999 - Jan 2004

- **• Sourcing & Buying director**

Louva International Spanier | Feb 1997 - Dec 1999

- Develop the best collection in terms of PD and retail planning with the departments in charge to exceed the objectives.
- Develop the sourcing and purchasing strategy of the company.
- Develop the purchase with a focus on innovation, quality improvement, prices and deadlines.
- Anticipate and resolve any problems that may arise.
- Develop the purchase strategy & budget.
- Achievements:
  - Opening of the Asian sourcing market for the company.
  - Turnover doubling of and profitability increase by 15%.
  - Development of supplier partnerships to improve deadlines, quality & costs. Other experiences:

- **COMPANY OWNER**

Stan'S Pro Shop | Jan 1994 - Jan 1999

- **Technician / production unit manager / Product manager**

Puma France | Jan 1990 - Jan 1993