

NAOMI M. STEWART

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KEY AREAS OF EXPERTISE

Budgeting	Forecasting	Financial Planning	Project Implementations
AI & Automations	Logistics & Distribution	Timeline Tracking	Product Development Ops
Sample Management	Supply Chain	Strategic Planning	Sales Operations
Product Development	Analytics	SKU Management	Design Operations
Product Costing	Apparel Calendar	Domestic Production	Domestic & Import Production

PROFESSIONAL EXPERIENCE

2020 - Present **Versatile Strategies Consulting, LLC** **New York, NY**
Founder - Principal Strategist

- ❖ Fashion Supply Chain Management Consulting
- ❖ Automations & AI - Data Management, Integrations, Automations, Dashboards & Reporting
- ❖ Bespoke Bootcamp - Business Basics for Creative Entrepreneurs

2022 -2023 **Autry USA** **New York, NY**
Operations & Customer Service - Wholesale North America

The North American Subsidiary for Autry was created in 2022. Getting the organization up, running and shipping to customers for its first 3 seasons (18 months) as employee #1 (and only).

- ❖ Project/Process Management and User Testing for SAP Business One Implementation.
- ❖ Implemented EDI
- ❖ Point person to manage Warehouse and Finance teams as well as performing Sales Operations.
- ❖ Managed customer relationships, order entry and distribution for All North America Customer Accounts (including Major Department Stores).
- ❖ Designed/Tested and Implemented Shopify Solution to manage ATS.

2018 - 2022 **Freelance (Various)** **New York, NY**
Various Titles (Director of Integrated Operations/Sr. Development Manager/Sr. Manager of Analytics)

- Product Development, Production and Operations Timeline & Calendar Management.
- Operations, Planning, Reporting, S&OP and Supply Chain Consulting

2017 – 2018 **Luxottica (Oliver Peoples)** **Los Angeles, CA**
Demand/Supply Planning Manager – Wholesale North America

Standard Demand Planning manager responsibilities including forecasting, planning, allocations, analytics and corporate/management reporting within the framework of an international organization.

Additional DC Project Management activities include:

- ❖ Management of systems move from SAP AFS to FML
- ❖ Spear-heading budget, timeline and staff for physical movement of Distribution Center from US to Italy.

2012 – 2016* **VF Corp. (Splendid/Splendid Mills & ella moss)** **Los Angeles, CA**
Design Operations/Calendar Management (Concurrent Role)

Tailoring of timelines, risk reporting to leadership, creating metrics/reporting methodology, streamlining inter-departmental communication, process creation and analysis, development of regularly published presentations for executive and senior leadership. Identifying opportunities for efficiency in the Design & Development process.

- ❖ Budget, timeline and staff management for special projects, new launches and project implementations.
- ❖ Created a unique methodology to measure and track progress to target calendar dates.
- ❖ Transitioned the business from a domestic to an import calendar timeline.
- ❖ Managed the decrease in design over-development (by >50% points in one brand).
- ❖ Ratio of SKUs landing in C/D/E Bookings range improved by about 10% points.
- ❖ Managed MANUAL shipping out of Warehouse by hand-coding a program to create a faux integration between SAP and the WMS. Shipped ALL orders, including EDI orders manually per this method.

2012 – 2016* **VF Corp. (Splendid/Splendid Mills & ella moss)** **Los Angeles, CA**
Senior Sales Operations and Planning Manager (Concurrent Role)

Database coding/creation/maintenance, Supply chain business & process analysis and creation, standardization of metrics, development/training of cross-functional partners, development of monthly S&OP presentation for executive and senior leadership. Identifying opportunities for optimization and growth of the entire supply chain.

- ❖ The version of the corporate Metrics Scorecard/Dashboard template that I designed was used across multiple VF Brands (Splendid, Ella Moss, Reef, 7 for All Mankind & Vans)
- ❖ Design/implementation and maintenance of our customer Service 'Root Cause' process (Supply Chain)
- ❖ Customer Service Levels improved by >20% points under my management of the S&OP process.
- ❖ Inventory levels were at a 2-year low upon my exiting of this position.

2010 – 2012 **Ralph Lauren** **New York/Lyndhurst, NJ**
Manager of business Transformation/Manager of Enterprise Resource Planning

Member of the award-winning team (alongside business management colleagues and external IT consultants) tasked with transforming the business process of a multi-billion dollar international company.

- ❖ Subject Matter Expert (SME) in areas of procurement, product development, product costing, product calendar, vendor chargebacks, MRP and production of salesman samples.
- ❖ Defined/refined efficient, business processes and standard operating procedures appropriate to the new technology via study of internal brands and industry best-practices.
- ❖ Communicated the corporate vision for change to prospective users via the moderation of executive workshops and leadership of collaborative training sessions.

2006-2010 **Ralph Lauren (Childrenswear)** **New York, NY**
Associate Product Manager (Various Product Categories: Knits, Wovens, Specials, Accessories, Layette)

Liaison between the design team and the garment manufacturing vendor. Managed communication between vendor and design team to ensure that product would meet the aesthetic vision and manufacturing integrity required by the design team. Negotiated product and labor costs with vendors to achieve the best possible product margin.

- ❖ Process improvements that I implemented would, collectively, be responsible for an additional 2 points of margin gained in a single season, making the Childrenswear division the highest (adjusted) earner in the RL portfolio for that year.

TECHNICAL SKILLS

- ❖ Database creation, maintenances, programming, AI Tools & Coding (MS Access, SQL, Python & VB)
 - ❖ PLM & Enterprise Software: Full Circle, AS400, WEB PDM, GFE, Movex, S2K, Logility, SAP (AFS, FMS & BO/BI).
 - ❖ MS Office Expert: Access, Word, Excel, Project, Visio, Outlook, etc.
 - ❖ Design Software: Adobe CSS (including illustrator & Photoshop), Macromedia Tools, Paintshop Pro, CAD, Canva
 - ❖ Ecommerce Apps: Shopify, Wix, Woo Commerce, Wordpress, Quickbooks, Expensify
 - ❖ Other Programs & languages: Cognos, Joor, KWI, C++ & Java
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PROFESSIONAL CERTIFICATIONS & CLASSES

2024 MIT Professional Education AI concepts and no-code tools for Executives.	No Code AI	ONLINE
2024 IBM Applied AI techniques including LLM Coding, Prompt Coding & Python Coding refresher	Applied AI	ONLINE
2020 PILLAR & PETRI VC-backed 3 month course for founders.	Founders Frequency	ONLINE

FORMAL EDUCATION

2000 – 2003 School of Engineering and Applied Sciences	The George Washington University	Washington, DC
1995-1999 Preparatory School	Groton School	Groton, MA