

ANGELA CHAN

New York, NY

(646) 588-9027 | angela@angelachanNYC.com | www.linkedin.com/in/angela-chan-co | angelachanco.com

C-LEVEL EXECUTIVE

An adaptable, results-driven bilingual **Executive** respected for 20+ years creating value within the apparel industry by building successful brands and continually growing business. Proven track record directing marketing, products, sales, e-commerce, and supply chain to exceed category/classification targets and drive maximum ROI.

Motivational leader experienced building and guiding high-performing global teams of 1.2K+, hundreds of vendors, 6k+ customers, and \$400+M in annual revenues. Strategic thinker involved in the successful acquisition of a \$66M company. Out-of-the-box thinker committed to increasing market share, top-line sales, and bottom-line contributions. Exceptional tenure resulting in numerous promotions.

SKILLS & EXPERTISE

Team Building/Leadership	International Branding	Value Creation
Strategic Brand Positioning	Process Improvements	Partnership Building
Strategic Planning/Execution	Operations Management	Financial Monitoring
Full-Scale Logistics/Supply Chain	P&L/Budget Management	Complex Negotiations

PROFESSIONAL EXPERIENCE

ANGELA CHAN & CO: NEW YORK, NY

2021 – Present

Founder/Managing Director

Offer expertise in global sourcing, product development, and business development as a strategist and general manager scaling early companies and coaching founders/entrepreneurs to set up organizational structures.

- **Provided strategic business advice to a variety of apparel brands, manufacturers, factories, and investors**, including Lulus.com, NWF, Advectus Solutions, Samsung Fashion, Bando Global, New Voices Fund, Pleasant Lake Partners, and GLG, **generating a high client satisfaction rating and repeat business.**
- **Engaged in the community by managing pro-bono work with New Voices Foundation, coaching black fashion startup CEOs** while serving as a mentor to a number of startup founders.
- **Delivered guidance on streamlining processes, providing cost savings, building new opportunities**, and solving complex issues with creative solutions.

CHARGEURS PCC FASHION TECH/CHARGEURS S.A.: PARIS, MILAN, NEW YORK, HONG KONG

2018 – 2020

President/Chief Executive Officer

Transformed Chargeurs Interlining Manufacturing into Chargeurs*PCC Fashion Technologies with a global upscale fashion corporation image.

- Chosen as the first female, non-French, non-French speaking CEO in 150 years of the company's history.
- Acquired and merged 2 global companies with 1.2K employees while **leading diversified teams in 38 locations and 26 countries** to scale up and execute end-to-end global sales and operations, merchandising, product design, sourcing, production, and manufacturing strategies, **managing 32 P&L globally.**
- **Achieved the #1 global position in interlining textiles manufacturing** with the generation of 435M Euro, a **232% increase from 2018.**
- **Optimized and transformed global operations** utilizing CRM, 3D, pricing tools, PLM, and web and social media marketing strategies.
- Identified and transformed companies' hidden assets into value propositions, **lowering courier costs \$3M+ within the first year** while decreasing the sample lead time and **reducing the carbon footprint.**
- Spearheaded global turn-around strategies and processes on branding, public relations, sales and marketing, product development, merchandising, distribution, I.T., and end-to-end supply chain.
- Re-organized the global corporate organizational chart and created innovative new structures, roles, and succession strategies, **contributing to substantial revenue growth.**
- **Grew sales 232% from 131M to 435M Euro and increased EBITDA from 11.3M to 76M Euro** through organic, acquisitions, diversified growth, and sourcing strategies.
- Created and launched an exclusive partnership with CLO 3D Design as the first digitized interlining company.
- Pivoted and diversified through the Covid-19 pandemic, launching new B2B and DTC in PPE, personal care, and home sewing divisions with **significant sales growth.**
- **Built 4 innovation labs and designed global supply chain solutions delivering 2M Euro cost savings**, corporate social responsibility, improved global marketing, and high-performing digital teams.
- Led the company through crisis, acquisition, integration, and culture change, streamlining core processes and structures, identifying talent, designing succession strategies, and establishing KPIs to enhance performance.
- **Launched an innovative program, Sustainable 360, to promote sustainable materials**, recycling polyester fabrics and natural fibers such as cotton, hemp, and silk.
- Diversified the senior management roles, **recruiting 50% women from various countries.**

DESTINATION XL RETAIL GROUP: BOSTON, MA**2009 – 2018****Chief Sourcing Officer/SVP – Global Business Development: 2009 – 2018****SVP of Global Sourcing: 2009****VP of Global Sourcing: 2009****Senior Director of Sourcing: 2009****Director of Sourcing: 2009**

Spearheaded the end-to-end strategy and implementation of business development, wholesaling, licensing, franchising, sourcing, product development, production, technical design, quality control/assurance, social media, and product compliance of private label programs and branded merchandise.

- **Promoted to positions of increasing authority and responsibility** due to exemplary performance and strong management abilities.
- Built and maintained solid, dynamic cross-functional relationships while grooming talent for succession planning.
- Founded and launched a wholesale E-commerce business with Walmart and Amazon, **continually increasing annual revenues.**
- Negotiated international licensing and franchising programs in the U.S., Middle East, India, and Australia, **leading to a notable boost in profitability.**
- Cultivated and scaled supply chain solutions and **delivered \$15.5M in product cost savings while increasing markup to 80.2% and reducing agent costs \$2M+ annually.**
- Implemented the first sale duty savings program, **resulting in 3-6% yearly cost savings.**
- Established the Hong Kong office to improve vendor relations and performance on quality, compliance, and delivery, **producing a 98+% average vendor score.**
- Developed a full company QC/QA/compliance process and operating procedure, implemented a full company PLM platform (Product Life Cycle), and standardized a technical fitting process.
- Discovered, innovated, and launched the fit for Big and Tall or Short Men, size-inclusive from waist 38 and up, **driving significant profitability.**

MOMMY CHIC, INC. & IDT TRADING: NEW YORK, NY & HONG KONG, CHINA**1995 – 2007****Co-Founder/President**

Designed and delivered various creative solutions for pregnant women and nursing mothers.

- Established and launched a women's and children's fashion startup, **continually increasing annual revenues through innovative designs.**
- **Built the organization from 1 to 40 employees with 11 stores, e-commerce options, a catalog, 2K+ wholesale accounts,** and 2 New York-based factories.
- Developed a large Hollywood celebrity clientele with **high retention and increased referrals.**

ADDITIONAL EXPERIENCE: *Gerson Lehrman Group, Council Member/Retail Consultant | Macy's Merchandising Group, Senior Merchandising Manager*

EDUCATION

Pratt Institute, New York, NY - **Bachelor of Fine Arts in Fashion Merchandising & Management (with Honors)**

Northeastern University, Boston, MA - **Bachelor of Science (Candidate) in Business Management**

Certifications or Additional Education: Certificate for Leading Global Business, Harvard Business School - Executive Education; Certificate for Remote Work Revolution, HarvardX (2021)

ADDITIONAL CREDENTIALS

TECHNOLOGY & TOOLS	Microsoft Office, PowerPoint, Outlook; WordPress, Wix, QuickBooks, Shopify
LANGUAGES	English and Chinese
HONORS & AWARDS	Inaugural Fellow, Jefferson University Fashion & Textiles Futures Center (2020 – Present); Women of Inspiration Award, Delivering Good Foundation (2020); The Power 50 List, DealMakeHers; Fresh Face Designer Award, Women's Wear Daily; Top Women's Leader in Retail Tech, Retail Information Systems Magazine (2017)
PROFESSIONAL AFFILIATIONS	Advisory Technology/Board Member, NGC Software, Apparel Magazine, DXL; Member, AllStarsWomen Ambassadors – a Metaverse Network
COMMUNITY ENGAGEMENT	Vice Chair of the Board & Finance Committee Member, The Pajama Program (2020 – Present); Chairwoman, Chargeurs Foundation; Contributor, Forbes Women; Sourcing Journal
INTERESTS	Collecting Art & Luxuries, Yoga, Meditation, Spinning, Boxing