

EXECUTIVE SUMMARY

Growth driven, strategic, and pragmatic global C-level entrepreneurial operator with over 30 years of demonstrated achievements. Specialize in corporate transformation strategies in retail, manufacturing and wholesale industries. Utilizing skills in digital optimization, CSR, branding, marketing, product innovations, merchandising, supply chain, change, and talent management. Experience in identifying under performance entities, hidden assets, areas of highest opportunities and ability to leverage, drive growth, and right size organizations. Lead companies through crises, acquisitions, changes and integrations.

Acquired and merged 2 global companies with 1100 employees, led diversified teams in 38 locations and 26 countries to execute end-to-end business strategies. *Responsible for 32 budgets, forecasts, and P&L (EMEA, Asia, The Americas & The Middle East).*

DEMONSTRATED ACHIEVEMENTS

- Achieved **#1 global position** in interlining textiles manufacturing @ 435 mil Euro, **+232%** from 1/2018
- Optimized and transformed operations utilizing **technologies** such as CRM, 3D, Pricing Tools, PLM, Web & Social marketing strategies.
- Identified companies' hidden assets and transformed into value propositions. \$3+million Y1 cost reduction
- Led **global turn-around** strategies and processes on branding, public relations, sales & marketing, product development, merchandising, distribution, I.T., and **end-to-end supply chain**.
- Founded and led B2B, DTC, E-commerce businesses: Lainiere Sante, Lainiere Health & Wellness (\$300M), Lainiere Home Sewing, Sustainable 50 (\$4M), Fiteck (\$28M) in Fashion & Wellness space.

EXECUTIVE EXPERIENCE

Angela Chan NYC Advisory

April 2021 – current

Independent consultant to apparel and financial firms. Contributor to Forbes. Pro-bono work with New Voices Foundation coaching Black Fashion start-up CEOs.

Chargeurs S.A. (France: CRI.PA)

January 2018 – December 2020

President & CEO

Chargeurs*PCC Fashion Technologies

Managed diversified teams in **38 locations and 26 countries** to scale up and execute end to end global sales & operations, merchandising, product design, sourcing, production and manufacturing strategies. **Responsible for 32 P&L globally**. Reported to Group CEO and worked with Board Committee.

Grew sales from 232% from \$131 mil to \$435 mil euro and increased EBITDA from \$11.3 mil to \$76 mil euro from 1/2018 - 2020; through organic, acquisitions, diversified growth, and sourcing strategies.

Spearheaded **global digital transformation** strategies and implemented CRM, 3D Design, Pricing tool. Digital media marketing, corporate websites, Amazon, Walmart. Created and launched an exclusive partnership with CLO 3D Design to be the *first digitized interlining* company. Reduced sample lead-time, \$3+ million courier costs and carbon footprint.

Pivoted and diversified through Covid19 pandemic and successfully launched new B2B and DTC in PPE , personal care, and home sewing divisions.

Transformed Chargeurs Interlining Manufacturing into Chargeurs*PCC Fashion Technologies with a global upscale fashion corporation image. Built 4 successful Innovation Labs, Global Supply Chain solutions delivered 2 million Euro cost savings, Corporate Social Responsibility (improved carbon footprint), Global Marketing, and Digital teams.

Led company through crisis, acquisition, integration and culture change. Streamlined company processes and structure, identified talent and designed succession strategies. Established KPIs to drive performance in every level.

Destination XL Group, Boston, MA (NYSE:DXLG) February 2009 – December 2018

Advisor Jan 2018 – Dec 2018
Chief Sourcing Officer & SVP – Global Business Development Jan 2017 – Jan 2018
CSO, SVP, VP & Director – Global Sourcing & Product Development Feb 2009 – Jan 2018

Led the end-to-end strategy and implementation of business development, wholesaling, licensing, franchising, sourcing, product development, production, technical design, quality control & assurance, social and product compliance of private label programs and branded merchandise. Build solid and dynamic cross functional relationships. Groom talents for succession planning. Reported to Chief Executive Officer and worked with the Board of Directors.

- **Founded and launched wholesale E-commerce business with Walmart and Amazon.**
- Negotiated international licensing and franchising programs in USA, Middle East, India and Australia
- **Built and scaled supply chain and delivered \$ 15.5 million on product cost savings. Increased Mark Up to 80.2%. Led large direct vendor portfolio. Reduced agent costs by \$2+ million annually.**
- Successfully implemented First Sale duty savings program and resulted in cost savings of 3-6% yearly.
- **Established Hong Kong office to improve vendor relations and performance on quality, compliance and delivery. Resulted in 98+% on average vendor score. Focused on long term supplier strategy.**

PREVIOUS EXECUTIVE EXPERIENCE

Red Cats USA / Chadwick's of Boston October 2007 – December 2008

Senior Product & Web Merchant Manager – Ecommerce & Direct Mail Merchandising

Gerson Lehrman Group, New York January 2007 - February 2009

Retail Consultant – Finance, research and analytics

Rocawear Group, New York March 2006 - December 2006

Executive Vice President – Menswear Design, Supply Chain and Merchandising

Mommy Chic, Inc. & IDT Trading, New York & Hong Kong January 1995 - December 2006

Co-Founder & President – Women's and Children's Fashion start-up. Built from 1 to 40 employees, 11 stores, E-commerce, mailing catalog, 2000+ wholesale accounts & managed 2 New York based factories.

Macy's Merchandising Group, New York & Hong Kong August 1989 - April 1994

Senior Merchandising Positions – Home Furnishings, Housewares, Furniture, Footwear & Handbags

EDUCATION & ACHIEVEMENTS

- Harvard Business School - Executive Education – Leading Global Business
- Pratt Institute, New York - Bachelor of Fine Arts with honors
- Northeastern University, Boston – Major in Business Management
- Women of Inspiration Award - 2020 Delivering Good Foundation
- DealMakeHers - The Power 50 List
- Winner of the Fresh Face Designer Award - 2002 Women's Wear Daily
- Top Women's Leader in Retail Tech - 2017 Retail Information Systems Magazine
- Public Speaker / Presenter : WWD Global Sourcing Summit, Singapore Fashion Summit, Harvard University
- Advisory Technology / Board Member - NGC Software, Apparel Magazine, DXL
- Chairwoman of Chargeurs Foundation
- Editorial Contributor: Forbes Women & The Sourcing Journal
- Fluent in English & Chinese