

JAHNAVI JAKKAMPUDI (JAZZ)

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*Fashion buying and commercial strategy leader from **London College Of Fashion** — 17+ years across retail, International Sales & R&D. Open to senior roles in Ireland and Europe.*



- **STAMP 1G SPOUSE VISA — IMMEDIATE RIGHT TO WORK (NO SPONSORSHIP REQUIRED)**

EXECUTIVE PROFILE

Innovation-driven professional with **17+ years** of experiential learning across fashion buying, product innovation, sourcing, research and international expansion.

What I offer: I build commercially intelligent systems as a Buyer that turn demand signals into sell-through, cash flow, and brand equity with **founder-level ownership of outcomes**. As your **Store Manager** with a Fashion Buyers experience, I provide a Buyer's lens and in-store R&D across assortment planning, SKU-level productivity, replenishment strategy, and **open-to-buy (OTB) optimization**. I drive increases in repeat purchase rate and customer lifetime value, deliver conversion and sell-through analysis, and surface top sellers, velocity, and AUR/GW% metrics. I translate markdowns, price-elasticity and promo mechanics, diagnose **low-performing SKUs** with **sell-through** and WGSN insights, and **recommend reorder cadence**, pre-/post-season buys, size-curve and allocation adjustments, visual-merchandising, and fit/fabric feedback to **inform your next Buying Options** that will save the brand thousands of Euros with a **guaranteed customer satisfaction**. All the above along with handling **Exceptional Store Management Responsibilities**.

Numbers that matter: sustained **~90% sell-through** on seasonal buys; **€200k–€500k seasonal budgets governed**; **\$500k+ new businesses opened**; **\$200k directed to high-return R&D**; international routes architected and run, Managed Team Size: more than **125 people** at a time, Franchise and Flagship stores Managed: **Max 8 franchise Stores**.

CORE EXPERTISE

Core Expertise

Business **Strategist**

Unparalleled Task Execution **Speed**

Opportunity & Competitor R&D

Consumer Intelligence

Fashion Buying

90% Customer conversion Sales Acumen



Market Research	International Sourcing
Commercial Strategy	Patents & Product Innovation
Trend Forecasting	Cross-Border Operations

PROFESSIONAL EXPERIENCE

Hand of Founder / Operations Lead — Cocoon Kapas (Delhi, IN · Hybrid) Jan 2023 – Apr 2026

Zero-waste manufacturer scaled from niche to export-ready. Represented the brand at major trade shows; converted conversations into repeat business; translated buyer needs into manufacturable product lines.

- \$500k+ in new client revenue opened across National and international markets.
- \$200k R&D portfolio directed to source and qualify distinctive sustainable fabrics.
- Competitor-tracking loop instituted; informed pricing, drops, and capacity allocation.
- Tightened intake cadence to eliminate stockouts and protect on-time dispatch while handling a team size of 125 including outsourcing partners.

Fashion Buyer / Mall Manager/ Operations — Mall De Goa (Goa · IN) Mar 2017 – Mar 2021

Mentor–mentee partnership with the founder; Owned seasonal planning, procurement, and in-season optimization for Benetton, U.S. Polo Assn., Ed Hardy and others; combined WGSN signals with store-level data to protect margin and speed turns.

- Governed €200k–€500k seasonal budgets; sustained ~90% sell-through with agile rebalancing.
- Integrated forecasting with marketing and VM to raise full-price sell-through and cut markdowns.
- Built a weekly performance cadence across logistics and floor teams for continuous availability.

Founder's Associate / Store Manager/ Sales and Warehouse — Shoop Doop London Shirts (Goa · IN)

2016 – May 2021

Mentor–mentee partnership with the founder; ran stalls and pop-ups; assisted global buying; applied consumer-psychology playbooks to lift conversion at festivals and markets.

- Outsold peer benchmarks in high-footfall settings; personalized styling playbooks increased AOV.
- Operated inventory autonomously during founder's travel; implemented a simple daily KPI loop.

Research Assistant (Freelance) — S. Kavitha Rani & Associates (Hyderabad, IN) Apr 2024 – Apr 2026

Audited trade and labor documentation for manufacturers and brands; experience directly transferable to drafting SLAs and enforcing compliance in 3PL/enterprise contexts (client data confidential) The High-Value Professional Translation. Under the **Risk Mitigation**: Maintained absolute confidentiality while auditing sensitive client data and operational workflows to insulate enterprise brands from regulatory and supply chain liabilities. Helped in Drafting



multiple NDAs, Cease and Desist documents and explored the Patent Rights, Trademark as well as intellectual Property Rights for corporate companies including the fortune 500 companies (Supply Chain Compliance, Vendor Risk Management (VRM), Service Level Agreement (SLA) Architecture).

IP Asset Protection: Helped in Crafting robust Non-Disclosure Agreements (NDAs) and managed foundational documentation for patent, trademark, and intellectual property rights for high-profile corporations.

Cross-Functional Alignment: Translated complex regulatory IP frameworks into actionable corporate policies, safeguarding proprietary enterprise assets.

Helped prepare rough draft and suggestive documentation for Depositions and translations and Subpoenas, Interrogatories etc mainly Litigation Support, PATENT injunctions, Fact-Finding & Discovery Management, Evidentiary Documentation support. Helped with rough draft for Legal Cases including assisting her in content and strategy for mediation with Arbitration Centers (ADR). Contributed foundational content in form of rough drafts, case strategy support for pre-litigation mediation and corporate proceedings for major Arbitration Centers indirectly; developed strong commercial negotiation and risk-mitigation strategies. Learnt strong **NEGOTIATION** strategies in the process.

Hand of Founder / Franchise Stores Operational Manager — The Designer Shop (Hyderabad, IN) 2019 – 2021

- Secured 5 regional franchise agreements via Franchise India Trade Show; opened new doors and markets, Learnt Strong **SALES & NEGOTIATION** Tactics from experience.
- Celebrity-led launches (Tollywood) coordinated end-to-end; PR, social, and model scouting run in-house and discovered the Ambassador and face of brand.

Strategic Guest Hosting — International Wedding Photography Festival, Goa October 2016

- Hosted Nine Delegates from nine different countries and helped with the venue management. Worked as an assistant of Lead Award winning Photographer Sephi Bergerson of India during the event in Goa.

Store Manager & Sales Strategist — LaMuella & Gypsys Boutique (Goa · IN) 2014 – 2018 (seasonal)

- €2k/day typical sales; €5k/day at peak events across flea markets and festivals.
- Observed disciplined Israeli retail operations (La Muella); applied to pace, display, and closing.

Head Designer & Asst Buyer — H&G Textiles Pvt Ltd (Buying Agency) July2013 – Mar2014, Mumbai

- Trend research
- Market research
- Leading the sampling teams
- Developing Prezi presentations to attract new buyers
- Introducing new marketing strategies
- Taking care of designing to garment development and tending to different Garment Washes



- Visual merchandising and arranging for buyers meeting and super **NEGOTIATION** skills developed through taking part in the process specially with the sample costings negotiations when my design was selected by a brand for production.
- Understanding the buyers requirements and making the desired alterations.
- *Designed for Brands Tommy Hilfiger Denim, Calvin Klein, Little Mark Jacobs, Billieblush, DVF, Pepe Jeans London, Levis, Lilly Pulitzer, DKNY, SeebyChloe, Lee, Tailor Vintage, Vix, CWF etc with production capacity of around 1 million pcs per annum with being the primary Buying office of PEPE JEANS LONDON.*
- *A glimpse of buyer presentation created by me in the year 2014 [H&G Textiles Pvt Ltd by Hope and Glory Textiles Private Ltd on Prezi](#) -by Jahnvi J*

Designer's Assistant (Internship) — Quintana Couture (Battersea, London, UK) Sept 2012 – Jan 2013

Elite luxury bridal/eveningwear atelier led by Juan Carlos Quintana (London/Paris). Coventry University London arranged the placement based on academic standing.

- Managed celebrity loans/rentals; Helped with dressing high-profile clients and TV judges (e.g., Amanda Holden, Alesha Dixon).
- Coordinated backstage logistics and model arrangements for Battersea Park Fashion Show (alongside Matthew Williamson).
- Handled high-pressure couture deadlines — including a 48-hour sprint to finalize and deliver bespoke bridalwear.
- Supported social outreach to stylists; proposed alternative marketing angles from on-site display analysis.

RERESENTATIVE & VOLUNTEER

International jewelry Show London IJL, Pure London, and Fashion & Textile Children's Trust (London, UK) 2012 – 2013

- Represented a German jewelry brand at IJL; exhibition design + creative pitch ("diamonds at vegetable prices") to capture footfall and convert across rough-cut and high-end pieces.
- Worked twice with Fashion & Textile Children's Trust (FTCT) at Pure London and Textile Forum; formal recommendation held.

ADDITIONAL HIGHLIGHTS

- Very Strong manufacturing & sourcing network across India, Dubai, London and USA.
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- Experience across Europe, UK, India & international markets.
- Languages: English, Hindi, Telugu, Tamil, Kannada.

TRADE SHOWS ATTENDED

- International Jewellery Show, London (IJL)
- Pure London at Olympia— assisted FTCT
- Graduate Fashion Week, London
- Battersea Park Trade Show (2013) — Quintana Couture stall; parallel to Matthew Williamson
- Comic Con London (2024)
- Comic Con Hyderabad (HITEX)
- Bharat Tex 2023 and 2024
- India International Garment Fair (IIGF)
- Textile Forum (2013) — assisted FTCT

INNOVATION & R&D

Independent Innovator (2021–present): 8–9 projects advancing toward provisional patents, addressing consumer problems through practical design. Exploring The Bamboo Skin — a sustainably sourced apparel concept (since 2024): material testing, supplier validation, and early commercialization pathways.

EDUCATION & CREDENTIALS

- **MBA** — International Fashion Management, **Coventry University London Campus** (2012–2013)
- **Buying & Merchandising, London College of Fashion** (concurrent, 2012–2013)
- **Advanced Buying & Merchandising, London College of Fashion** (concurrent, 2012–2013)
- **Bachelors of Technology** — Information Technology, Anna University, Chennai (2011)
- **MIT (Massachusetts Institute of Technology, Boston): Entrepreneurship 101: Know Your Customer** — Customer discovery and quantitative psychographics (Online Course) 2013
- **MIT (Massachusetts Institute of Technology, Boston): NEGOTIATIONS 101: NEGOTIATIONS AND CONFLICT MANAGEMENT (resolution) with CASE STUDIES** (online - audited the course) 2013



LICENSES & DISTINCTIONS

- University of Cambridge ESOL Examinations – **Best Young Speaker of Cambridge English in Asia 2011** Regional Finals – South India
- Cambridge Business English Certificates (BEC) Higher —**Top 100 Performers – South India Region** (March–June 2011)
- Cambridge Business English Certificates (**BEC) Higher (C2)** — University of Cambridge ESOL (2011)
- Licensed English Language Trainer — CUE English / Cambridge-aligned (2010)
- Teaching Knowledge Test Module 2 (TKT): Lesson Planning and Use of Resources for Language Teaching – University of Cambridge ESOL Examinations - 2010
- Upper Intermediate Level- Business English Course, British Council (2010)
- District & Zonal level chess player — patterning and strategic planning applied to buying and negotiations

The Strategic Value Proposition

- Lift full-price sell-through 5–10% by aligning assortment depth to real demand curves.
- Redeploy working capital from long-tail SKUs into high-velocity winners; cut waste and holding costs.
- Stand up supplier scorecards and SLAs; NEGOTIATE terms to expand gross margin approximately 150–300 bps.
- Open new enterprise accounts/channels via trade-shows → pipeline → close motion; systematize expansion.

