

JAHNAVI JAKKAMPUDI (JAZZ)

Dublin, Ireland (recently from Boston, USA) | +353 857 742 129
jazzofdatta@gmail.com | www.jazzresume.com | English Proficiency: C2 Level (BEC Higher)
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 Buyer's 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 business opened; \$200k directed to high-return R&D; teams of 125+ managed; up to 8 franchise/flagship stores managed.

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.

- \$500k+ in new client revenue opened across national and international markets.
- \$200k R&D portfolio directed to source and qualify sustainable fabrics; instituted competitor-tracking loop informing pricing, drops, and capacity allocation.
- Tightened intake cadence to eliminate stockouts while managing a team of 125, including outsourcing partners.

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

Owned seasonal planning, procurement, and in-season optimization for Benetton, U.S. Polo Assn., Ed Hardy and others.

- 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 cross-team performance cadence.

Founder's Associate / Store Manager — Shoop Doop London Shirts (Goa, IN) 2016 – May 2021

- Ran stalls and pop-ups, applying consumer-psychology playbooks; outsold peer benchmarks in high-footfall settings and lifted AOV through personalized styling.
- Operated inventory autonomously during founder's travel; implemented a daily KPI loop.

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

Audited trade and labor documentation for manufacturers and Fortune 500 brands, maintaining absolute confidentiality across sensitive client workflows.

- Helped draft NDAs, cease-and-desist documents, and supplier/vendor risk (VRM) & SLA documentation covering patent, trademark, and IP rights.

- Supported litigation and arbitration prep (fact-finding, discovery, evidentiary documentation) and pre-litigation mediation strategy, building strong commercial negotiation and risk-mitigation skills.

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

- Secured 5 regional franchise agreements via Franchise India Trade Show, opening new doors and markets.
- Coordinated celebrity-led (Tollywood) launches end-to-end — PR, social, and model scouting — and discovered the brand's ambassador.

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

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

Head Designer & Asst. Buyer — H&G Textiles Pvt Ltd (Buying Agency) (Mumbai, IN) Jul 2013 – Mar 2014

- Led trend/market research and sampling teams as the primary buying office for Pepe Jeans London; designed for Tommy Hilfiger, Calvin Klein, DKNY, Levi's, Lilly Pulitzer and others (~1M pcs/year production capacity).
- Built buyer presentations and led sample-costing negotiations; managed VM for buyer meetings.

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

- Managed celebrity loans/rentals and dressed high-profile clients and TV judges (e.g., Amanda Holden, Alesha Dixon); coordinated backstage logistics for Battersea Park Fashion Show alongside Matthew Williamson.

EDUCATION & CREDENTIALS

- MBA — International Fashion Management, Coventry University London Campus (2012–2013)
- Buying & Merchandising and Advanced Buying & Merchandising, London College of Fashion (concurrent, 2012–2013)
- Bachelor of Technology — Information Technology, Anna University, Chennai (2011)
- MIT (Boston): Entrepreneurship 101 — Know Your Customer; Negotiations 101 — Negotiation & Conflict Management with Case Studies (online, 2013)

LICENSES & DISTINCTIONS

- Cambridge Business English Certificate (BEC) Higher — C2, Top 100 Performers South India Region (2011)
- Best Young Speaker of Cambridge English — Asia Regional Finals, South India (2011)
- Licensed English Language Trainer (CUE English / Cambridge-aligned) and TKT Module 2 certified (2010)
- District & Zonal level chess player — strategic planning applied to buying and negotiations

INNOVATION & R&D

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

ADDITIONAL HIGHLIGHTS

- Strong manufacturing & sourcing network across India, Dubai, London and USA; experience across Europe, UK, India & international markets.
- Languages: English, Hindi, Telugu, Tamil, Kannada.
- Key trade shows: IJL & Pure London (UK), Graduate Fashion Week, Bharat Tex, India International Garment Fair, Comic Con (London & Hyderabad).