

SARAH WALKER

S A L E S & O P E R A T I O N S P R O F E S S I O N A L

PROFILE

Talented manager with proven expertise in lean manufacturing, team building and financial oversight.

Deep skill set creating & implementing protocols, managing costs & fostering the right conditions for great products to thrive.

CONTACT INFO

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SKILLS

- Excels in complex regulatory environments
- Well-liked leader with ability to get team buy-in
- HACCP & PCQI Certified as of Jan 2023
- Strong aesthetics with practical experience in Canva and the Adobe Creative Cloud

WORK EXPERIENCE

BOLA granola | Great Barrington, MA | 2013 – Present **Operations Director**

Second-in-command transforming a start-up into a category leader

- Responsible for all day-to-day business operations including hiring, training, production planning, inventory management, contract negotiation and regulatory compliance
- Initiated & implemented Good Manufacturing Practice (GMP) standards and Standard Operating Procedures (SOP) in-line with the Food and Drug Administration (FDA) requirements.
- Created & realized employee training protocols in accordance with Massachusetts state law and the Occupational Safety and Health Administration (OSHA) standards
- Used principles of lean manufacturing to double output without increasing payroll or any significant capital investment
- Realized a 10% increase in gross profit over three years through cost management and strategic supplier partnerships
- Prepared all financial forecasts and annual budget

BOLA granola | Great Barrington, MA | 2010 – 2013 **Head of Field Marketing**

- Planned & hosted events & product seminars throughout the North Atlantic and Northeast
- Recruited and trained regional sales representatives and merchandisers
- Created training materials and guides, including marketing collateral
- Leveraged data to set schedule and determine efficacy of initiatives, leading to a 150% increase in wholesale revenue over three years

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WORK EXPERIENCE, CONTINUED

TSE Cashmere | New York, NY | 2004 – 2008

Director of Sales

Head of North American wholesale for vertically integrated cashmere brand

- Doubled margins by instituting a more data driven planning process
- Enhanced sales analysis and fostered a close collaboration with the design team leading to more focused collections with fewer redundancies, less waste and a more cohesive brand image at retail
- Developed the off-price business as an additional revenue stream and to further reduce production overages

Loro Piana USA | New York, NY | 2002– 2004

Senior Account Executive

Sales Manager for the leading vertically integrated Italian cashmere company.

- Led division to double digit YOY growth
- Successfully launched luxury handbag line to North American market
- Responsible for a 52% increase in specialty store business YOY
- Trained and managed a team of 8 field sales and merchandising representatives
- Collaborated closely with the design teams to create collections uniquely in-tune with affluent, worldly clientele

Ferragamo USA | New York, NY | 1999– 2001

Account Executive

Account Executive in the Accessories Division for iconic Italian brand

- Worked with leading North American retailers including on seasonal assortments and exclusives
- Consistently exceeded sales and sell-through objectives
- Conducted in-store training clinics for sales associates & personal shoppers

EDUCATION

Boston University | Boston, MA | 1993– 1997

- B.A. / History of Art

SDA BOCCONI SCHOOL OF MANAGEMENT | Milan, ITALY | 2001-2002

- MAFED/ Master in Fashion, Experience and Design Management

An international master's program focused on Supply Chain Management (SCM) and the unique challenges of vertically integrated businesses

REFERENCES

Furnished upon request