

JUSTIN BREWINGTON

Merchant with passion for both the art and science, as well as collaborating cross functionally to deliver products that are consumer focused and brand right

SUMMARY

- 10+ years building/managing relationships, optimizing process and effectively communicating with stakeholders to deliver results
- 10+ years working cross functionally, negotiating, active listening, problem solving, creative thinking, information seeking, organization, time management, sound decision making and consistently striving to outperform goals
- Nearly 3 years of apparel experience – assisted one of Columbia’s fastest growing regions, work on the single biggest category (Men’s Outerwear), and selected for a special project to lead cost saving initiatives (work rolls up to VP of Operations, VP of Design & Innovation, CTO, CFO and the Brand President)
- Unique perspective and well-rounded experience having worked for small to large companies in different industries
- Trained in behavior modification (Applied Behavioral Analysis), strong emotional regulation and perform effectively under pressure
- Track record of learning quickly and contributing at a high level

EXPERIENCE

COLUMBIA SPORTSWEAR COMPANY | PORTLAND, OR | DECEMBER 2015 - PRESENT

Global Product Line Manager II – Men’s Outerwear

NOVEMBER 2016 - PRESENT

- Planned double digit revenue growth for S19 & F19
- Led effort to reduce S19 and F19 style count
- Exceeded F17 to F18 revenue growth, margin targets and increased number of globally adopted styles
- Leading cost savings project - work cross functionally with department experts and present to leadership team
- Team up with leadership, Marketing, and Sportswear team to select key marketing styles and recommend key assortments
- Analyze data (partner with global demand planning to understand performance and productivity), research, market shop and collaborate with team to build the optimal line that is right for consumers
- Work with VP, GMM, DMM, PLM’s and regional partners to develop global seasonal strategy a cross distribution channels for Men’s, Women’s and Youth
- Develop seasonal briefs – manage from concept, design and development
- Collaborate closely with cross functional partners throughout the season (Design, Product Developers, Quality, Regions, Costing & Sourcing etc.) to deliver the right product, in the right channels (sporting goods, specialty, DTC etc.) at the right time
- Partner with Design, Surface Design and Color Teams to select seasonal color, prints and graphics
- Participate in sketch, style and fit reviews to ensure product execution
- Present to global and regional partners at key waypoints to re-iterate the story, validate plan and encourage optimal adoption

International Merchandising Coordinator
Europe & Canada

DECEMBER 2015 – NOVEMBER 2016

- Achieved target of double-digit revenue growth for Europe apparel (high teens) and high single digit revenue growth for Canada apparel
- Attained margin improvement target for Europe apparel – facilitated cost savings ideas on new styles and worked with costing partner to analyze and select carryover styles for cost savings
- Supported Europe apparel team in managing seasonal styles (Men’s, Women’s & Youth – Outerwear & Sportswear) that were brand/market right and in selecting appropriate global assortment
- Attended styles reviews/fits sessions and coordinated with Europe apparel team/Europe HQ team to make the best product decisions
- Developed tools (style tracker, proto tracker and product creation calendar) to establish process and track progress, resulting in increased team efficiency
- Conducted sales analysis for apparel and footwear (productivity, margin, top/bottom sellers etc.) which resulted in style reduction and increased productivity
- Led regular meetings with cross functional departments and international partners to ensure alignment and maximized production
- Point person for UTMB apparel – collaborated with Europe apparel team and SRT team to deliver product for runners, volunteers and retail to boost brand recognition and drive revenue
- Coordinated samples and merchandised assortments for international key account meetings
- Attended Europe Sales Meeting in Spain
- Interviewed Coordinator candidates, developed training guide for International Merchandising role and trained/mentored new hires

NIKE (PROJECTS VIA KELLY SERVICES) | BEAVERTON, OR | NOVEMBER 2015 – DECEMBER 2015

Samples Assistant

- Worked with Global Apparel Branding & Visual Presentation Director to organize and display samples of upcoming collections
- Organized samples in Global Football

Utilization Study Assistant

- Monitored and recorded space utilization in the innovation group for Work Place Design and Connectivity
- Researched work place design and productivity

WWW.ACTIVELIFESTYLEBRANDS.COM | BEAVERTON, OR | SEPTEMBER 2015 – DECEMBER 2015

Digital Strategist and Story Teller

- Managed website, monitored trends and generated content for outdoor and athletic apparel industry

BASICSNW | LACEY, WA | LEAD BEHAVIOR TECHNICIAN | JUNE 2013 – JULY 2015

DFY DESIGN LLC. | OLYMPIA, WA | FOUNDER | JANUARY 2013 – DECEMBER 2014

EDGELINK LLC. | PORTLAND, OR | EXECUTIVE TECHNICAL RECRUITER/ACCOUNT MANAGER | OCTOBER 2007 – DECEMBER 2012

HARRY AND DAVID CORPORATION | MEDFORD, OR | MERCHANDISE COORDINATOR INTERN JUNE 2006 – SEPTEMBER 2006

EDUCATION

Bachelor of Science | Business Administration

- Honors Program
- Concentration in Marketing

Bachelor of Science | Psychology

SKILLS

Mac, PC, Microsoft Suite (Outlook, Word, Excel, PowerPoint), Adobe Illustrator, WordPress, Salesforce, SmartSearch, MaxHire, LinkedIn, Social Media, PDM, TM1, ABA

INTERESTS

