



## Competence in Consulting

### Background:

- Margot Schubert, born 1964 in Munich, Germany
- Independent Consultant for the IT, apparel and consumer goods industry, with more than twenty years of professional experience.
- Education: Apprenticeship in tailoring, masters degree at German School of Fashion, Munich. Professional Diploma in Management at Open University Business School (UK), MBA studies at Open University Business School (UK).
- Professional experience: State Opera House, Haute Couture Fashion Houses, companies of woman's wear, sportswear and young fashion, software provider for the apparel industry; among them Bavarian State Opera House, Escada AG, Steinebronn Sportcouture GmbH, assyst/bullmer GmbH.
- Positions as Consultant, Product Manager, Merchandiser and Technician in Germany, Europe and the Far East. Familiarity of international sourcing markets. Business fluent in English, Italian and Portuguese.
- Projects: Management of IT projects and in the field of design, production and marketing as employee of apparel and software companies and as freelance consultant. Invited speaker at universities for the textile industry and at trade fairs.

### **Margot Schubert Consulting**

Sondermeierstr. 66  
D-80939 Munich

Germany

Tel.: +49-89-958 225 22

Fax: +49-89-958 225 21

e-mail: [info@margot-schubert.com](mailto:info@margot-schubert.com)

Website: <http://www.margot-schubert.com>

# PROFESSIONAL EXPERIENCE

## Consulting

- Analysis of business processes at customers
- Proposals for streamlining production processes
- Concepts for software customization

## Project Management

- Project leadership for introduction of Product Data Management (PDM) and Enterprise Resource Planning (ERP) Software including specification, selection and implementation
- Project leadership for outsourcing
- Planning and coordination of software training
- Supervision of a group of designers

## Teaching

- Lectures to university students
- Chairman for discussions at trade fairs

## Product Development

- Planning of fashion collections
- Follow-up from first prototype to production
- Development of private label collections for Key Accounts and corporate groups

## Purchasing

- Buying of garments and accessories at international markets, in particular those in Far East and Southern Europe
- Good knowledge of markets from personal experience: Hong Kong, China, Vietnam, Thailand, India, Turkey, Greece, Portugal and Italy
- Negotiation of prices and contract terms
- Production planning and scheduling

## Sales and Marketing

- Concepts for websites, on-line shops, sale presentations and catalogues
- Presentation at trade fairs
- Software demonstration to customers
- Organization of public relation activities
- Communication with media

## Quality Management

- Specification and implementation of quality standards
- Technical supervision of suppliers worldwide