Sarah J. Montgomery

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PROFESSIONAL SUMMARY

Strategic Clothing Development Manager with over 10 years of experience leading high-volume apparel categories for global retailers. Proven track record of increasing product margins by 15% through optimized sourcing and scientifically-backed material selection. Expert in managing the full product lifecycle and delivering seasonal assortments that consistently outperform sales forecasts.

WORK EXPERIENCE

Senior Clothing Development Manager | Stellar Apparel Group | New York, NY
Mar 2019 - Present
- Directed the end-to-end development for a $45M contemporary womenswear category from concept to distribution.
- Improved regional sales performance by 22% by aligning seasonal color stories with localized consumer data.
- Spearheaded the transition to 40% recycled polyester across all activewear lines while maintaining target price points.
- Managed a cross-functional team of 15 including designers, pattern makers, and sourcing specialists to hit 100% of seasonal milestones.
- Negotiated with overseas manufacturers to reduce cost of goods sold (COGS) by 8% without compromising garment quality.

Product Development Lead | Heritage Denim Co. | San Francisco, CA
Jun 2014 - Feb 2019
- Orchestrated the revitalization of the core denim line, resulting in a 14% increase in year-over-year market share.
- Developed and maintained detailed technical specifications for 120 unique SKUs, ensuring worldwide fit consistency.
- Reduced prototype iterations by 30% through the implementation of 3D sampling technology.
- Oversaw a $5M annual development budget and executed projects consistently under budget by 5%.
- Conducted bi-annual trend research trips to London and Tokyo to influence seasonal product strategy.

Assistant Product Manager | Urban Threads Retail | Austin, TX
Aug 2011 - May 2014
- Supported the senior management team in the development of weekly merchandised assortments for 250+ retail stores.
- Coordinated sample room flow, ensuring all tech packs were accurate and samples were delivered for stakeholder reviews.
- Tracked raw material testing results to ensure compliance with international safety and quality standards.
- Analyzed competitor pricing and product features to help position the brand as a market leader in the mid-market segment.

EDUCATION

Fashion Institute of Technology | Master of Professional Studies | Global Fashion Management
Sep 2009 - May 2011

University of Texas at Austin | Bachelor of Science | Textiles and Apparel
Sep 2005 - May 2009

SKILLS

Product Lifecycle Management (PLM), Textile Science and Fabric Construction, Garment Construction and Fit Tech, Adobe Creative Suite, Tech Pack Development, Budgeting and Costing, Assortment Planning, Market Trend Analysis, Vendor Relationship Management, Competitor Benchmarking, Cross-functional Leadership, Negotiation, Project Roadmap Planning, Analytical Thinking, Adaptive Communication

CERTIFICATIONS

Project Management Professional (PMP) | Project Management Institute (Oct 2017)
Sustainable Apparel Associate Certification | Textile Exchange (Apr 2021)

LANGUAGES

English (Native)
Spanish (Fluent (C1))

ACTIVITIES

Industry Speaking
Guest lecturer at the Parsons School of Design on the topic of supply chain ethics.

Mentorship
Pro-bono mentor for the 'Women in Fashion' nonprofit organization.