



YUKIKO USCANGA

MBA · FASHION DESIGNER · PRODUCT DEVELOPER

+52 56 5331 0516 · yukiko.uscanga@gmail.com · www.yukikouscanga.com · Mexico City

PROFILE SUMMARY

Mexican born in Japan with an analytical - creative profile, I have developed my professional career between Mexico, Spain and Japan, collaborating with international transdisciplinary teams, demonstrating a methodical approach towards problem-solving and solution implementation regarding design, conceptualization, product development and wardrobe styling.

I am highly motivated to share my knowledge and to acquire new skills. As well as, I have a flexible approach to all work situations, and find it easy to adapt.

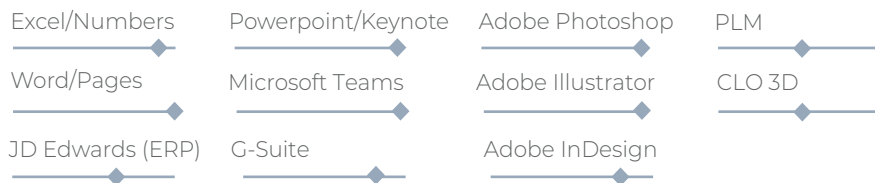
SOFTSKILLS

- Time management
- Detail-oriented
- Empathy
- Adaptability
- Growth mindset
- Creativity
- Analytical
- Work under pressure
- Data analysis
- Teamwork
- Organizational skills
- Project management

TECHNICAL SKILLS

- Sewing (Industrial Machine)
- Lock stitch
- Overlock
- Hand-sewing
- Embroidery
- Fabric Dyeing
- Artistic Make-up
- Hairstyling
- Mouflage
- Pattern Making
- Macramé
- Shoe basic repairing

SOFTWARE



LANGUAGES

- SPANISH - Native
- ENGLISH - Fluent TOEFL IBT 90
- JAPANESE - Upper Intermediate N3
- ITALIAN - Intermediate B2
- FRENCH - Basic A1

WORK EXPERIENCE

◆ FASHION DESIGN AND PRODUCT DEVELOPER

REMOTELY (August 2016- Currently)

FREELANCE

Responsible for creating and overseeing the production and development of clothing and accessories for clients around the world.

Designing and Conceptualization: Creating custom-made designs depending on consumer preferences, sketching and prototyping for production.

Technical Design: Creation of detailed tech packs including construction details, and sewing instructions, to guide the production process.

Production Oversight: Throughout the production process, oversee quality control, fabric sourcing, and manufacturing to ensure that the final products meet their standards and vision.

Research, conceptualization and trend forecasting: Anticipating future trends with market research and customer needs.

Achievements

Worked successfully with clients in Saudi Arabia, Colombia, Mexico, Spain and Finland.

◆ LOCAL WARDROBE TECHNICIAN

GUADALAJARA - MEXICO CITY (October 2022 - January 2023)

CIRQUE DU SOLEIL (KOOZA) (Seasonal)

Provide support to the Touring Wardrobe Technicians, the main tasks being the following:

Day Preparation: Preparing costumes and wardrobe items, ensuring all costumes are clean, organized, and in optimal condition for the upcoming show.

Maintenance and Repair: Performing repairs and alterations to costumes, props and wigs.

Alteration of Costumes: Executing alterations accurately and efficiently.

Set-up of Artistic Areas: Assisting in setting up the artistic areas, ensuring that all necessary equipment.

◆ **HEAD OF FASHION DEPARTMENT** TULUM (January 2021 - September 2022)

AZULIK - ANIKENA BRAND (Full Time)

The main function of the position was to coordinate the fashion department, overseeing production management, and organizing the team to attain predetermined objectives, while ensuring the effective and efficient execution of all operations.

- Product development lifecycle from prototype creation to industrialization.
- Determine weekly production quotas based on supply and demand dynamics.
- Oversee procurement activities and ensure adequate supplies for the atelier.
- Develop and manage budgets for various projects and initiatives.
- Generate monthly sales analyses and establish key performance indicators (KPIs).
- Conduct regular team evaluations to identify areas for continuous improvement.

Achievements

- Achieved a 75% increase in production, resulting in the expansion of additional points of sale.
- Successfully established a new atelier to support increased production demands.
- Generated a remarkable 43% increase in profits in 2021 compared to the previous year (2020).

◆ **LEATHER READY TO WEAR PRODUCT DEVELOPER** BARCELONA (January 2020 - January 2021)

LOEWE (LVMH) (Full Time)

Responsible for overseeing the lifecycle of leather apparel creation from conception to production. This multifaceted role demands a blend of creative vision, technical proficiency, and project management skills.

- Proficiently prepared trims for prototypes and samples, ensuring adherence to design specifications.
- Coordinating the sampling of prototypes for the development of high-quality end products.
- Managing requests for materials, maintaining optimal stock levels for the operations.
- Monitoring quality tests on the use of leather garments, ensuring compliance with quality standards.
- Capturing detailed photographs of samples for reference and documentation purposes.
- Creating various documents, including Selling Brief, KPIs Analysis, Performance Analysis.

◆ **COMMERCIAL MANAGER** MADRID / TOKYO / MEXICO CITY (May 2017 - December 2019)

WORK EXPERIENCE FASHION S.L. (Full Time)

Responsible of managing leading teams across Latin America and Asia. Specializing in B2B and B2C sales of Workshops related on the Fashion and Design Industry.

- Partnership Development:** Established collaboration agreements with prestigious institutions and companies in Latin America, the U.S., and Asia.
- Marketing Strategy:** Developed offline and online marketing plans to support sales initiatives, leveraging market research and trend analysis to make strategic decisions.
- Client Relationship Management:** Fostered strong relationships with clients, negotiating and reaching agreements on sales terms while providing direct monitoring and support.
- Budget Management:** Effectively managed marketing and commercial budgets, optimizing resource allocation to maximize ROI and achieve business objectives.

Achievements

- Achieved 35% increase in B2B sales compared to 2017 through targeted market strategies.
- Led successful training programs for new sales representatives, contributing to team effectiveness.
- Maintained strong internacient relationships, resulting in successful sales negotiations.

EDUCATION**KYOTO INSTITUTE OF TECHNOLOGY** KYOTO (May 2022 - Novemeber 2022)

Modern Design and Traditional Craftsmanship - Minor Design for Performing Arts

EAE BUSINESS SCHOOL - UPC BARCELONA (March 2019- February 2020)

International MBA (Master in Business Administration) - Minor Design Thinking

CENTRAL SAINT MARTINS - UNIVERSITY OF ARTS LONDON (September 2017)

Sustainable Fashion Design Course

CECC PEDREGAL MEXICO CITY (August 2011- January 2017)

Bachelor's Degree in Fashion Design and Marketing