

CHRISTI MCKNIGHT

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PROGRAM MANAGER

**Adaptable Leader Skilled in Communication, Conflict Resolution, and Decision-Making.
High Performance, Growth Oriented Professional, Skilled in Developing and
Managing Remote Teams.**

Diligent and resourceful professional with extensive experience in consumer product goods (CPG) industry, sourcing, product development, procurement, project management, supplier management and project execution. Growth-oriented leader with proven track record of improving processes and decreasing costs through innovative thinking, strategic sourcing, and data-driven decision-making while building loyal, lasting relationships with both internal and external partners. Passionate about optimized experiences that matter to the consumer and driving cross-functional teams to succeed.

**Strategic Sourcing and Procurement | Value Engineering and Cost Reduction
Supplier Management | Project Management | Budget Management | Data Analysis
Product Development | Team Development and Training
Leadership and Cross-Functional Collaboration | Inventory Planning and Forecasting**

PROFESSIONAL EXPERIENCE

FOSSIL GROUP INC., Richardson, TX

Director, Retail Project Management / Sourcing

2021 - 2024

Reported to VP of Design and Development. Developed and trained team of 4 direct reports and 23 team members managing environmental design, project management, and strategic sourcing and procurement across Fossil Group's 20 owned and licensed brands. Oversaw 300+ projects annually, directing end-to-end execution, vendor management, value engineering and cost reduction, and cross-functional collaboration for retail, wholesale, and corporate environments.

- Oversaw project management and supplier management for design, development, production, test, and roll-out of new floor fixtures to introduce jewelry category in Michael Kors outlet doors. 10 door test resulted in 4% increase in jewelry sales to plan, 16% increase in watch sales vs. fleet, and +\$670 STD productivity per sq ft. MK proceeded with rollout to all 150 NAM locations.
- Led design and development of new in-case fixture programs for Michael Kors, Diesel, Armani, Tory Burch, KSNY, Michele, and Zodiac, applying value engineering and cost reduction and product development to enhance POS presentation and drive increased wholesale buy-in
- Partnered with internal and external cross-functional teams (design, real estate, construction, visual merchandising, and field leadership) to deliver a new store concept on time and 5% under budget, leveraging budget management, leadership, and cross-functional collaboration and supplier management.
- Established and implemented cross-functional processes for new store development, improving approval timelines 20% and increasing overall project efficiency while fostering team development and training.

FOSSIL GROUP INC., (Continued)**Senior Project Manager**

2015 - 2021

Reported to VP of Store Design and Real Estate and managed 4 direct reports in strategic sourcing and procurement, value engineering and cost reduction, supplier management, inventory planning and forecasting, product development, logistics, quality control, and execution of 200+ annual retail, SIS, and wholesale projects. Managed all retail projects for Fossil Group across 6 house brands and 14 licensed brands. Projects ranged in scope from small fixture development and temporary displays to full fixture programs, permanent display production, and new store development globally. Oversaw repair and maintenance for 200+ Fossil stores, offices, and shop-in-shops in North America.

- Oversaw project management for development of modular fixture program used across select brands, increasing speed to market and reducing spend \$2.8M.
- Developed a global standards guide, incorporating inventory planning and forecasting, enhancing efficiency, and achieving 30% increase in brand approvals.
- Managed development and installation of SmartWatch displays in 1.8K Target locations, applying value engineering and cost reduction and leadership and cross-functional collaboration, resulting in \$11.3M in incremental sales.
- Utilized project management and supplier management by overseeing development and installation of SmartWatch displays across multiple brands within Best Buy locations, resulting in 13.8M in sales.
- Processed 3.5K repair and preventative maintenance tickets annually within \$3M budget.

Retail Project Manager, Prop Development and Sourcing

2011 - 2015

Reported to Director of Store Development and managed 2 direct reports in strategic sourcing, procurement, value engineering and cost reduction, product development, supplier management, production, quality control, and delivery of visual props and small fixtures for all Fossil and Watch Station Inc. retail stores globally. Managed daily communication with vendors regarding all material submissions and approvals (wood, steel, plastic, paint, flooring, textiles, lighting, and signage), drawings and engineering, timelines, purchase orders, delivery logistics, and invoicing. Directed new store opening process and handled store closures for North America.

- Led cross-functional teams in completion of 3 remodels, 20 new store openings, 14 conversions, and 32 store closures, resulting in elevated brand experience in existing markets and additional capital investment in key markets.
- Oversaw quarterly buy cycle for props and fixtures, applying inventory planning and forecasting, data analysis, and strategic sourcing and procurement, reducing OH inventory by 27%.
- Managed development of new Watch Station Pop-Up Concept in under 4 months, opening 4 locations, contributing \$2M+ in sales, and testing key markets for future growth.
- Developed and delivered Fossil's first Connected Accessory fixture to all retail stores globally. This project was on time and under budget for new category launch.

EDUCATION

Bachelor of Education (BE), University of Arkansas, Fayetteville, AR

TECHNICAL SKILLS

MS Office Suite & Google Workspace