

EXECUTIVE BIO

Rishi Gopaul

General Manager · President · Chief Commercial Officer

New York or remote · Consumer products and retail

A general manager who has run consumer businesses from every seat at the table: buyer for Bloomingdale's, seller into 66 accounts across 12 channels, sourcing lead on a $170M+ portfolio, and head of a $62M global division. *I grow revenue, protect margin, and build teams that hold the number.*

PROOF

$62M
Global P&L owned
23-person team across North America, Europe and Latin America. Took U.S.-only client programs into Canada, Mexico and Europe.

$1.4M
Supplier turnaround
Built the strategy and a governance framework adopted globally, then executed across a $170M+ portfolio.

+23%
Revenue, $60M business
Over eight years at Lapine, with EBITDA improving. Opened Home Depot, Lowe's, Wayfair, Amazon, Kroger and Albertsons.

+32%
Program revenue
In 12 months, after replacing generic product with client-specific design. Higher order value and gross margin.

$21M → $28M
Promoted within a year
First year as a Bloomingdale's buyer: revenue +12%, margin +3 pts.

CAREER

2022 to 2026 — **adm Indicia / adm Group** · acquired Lapine in 2022
VP, Global Merchandising & Promotional Products Division (2025 to 2026). VP, Procurement, Americas (2022 to 2025).

2014 to 2022 — **Lapine** · Stamford, CT
VP, Sales & Marketing (2016 to 2022). Director of Brand Strategy (2014 to 2016). Sat in on board meetings; on the senior team through the acquisition.

2001 to 2014 — **Bloomingdale's** · New York
Executive Leadership Program to buyer. Cookware, Cutlery, Gadgets and Food & Candy. The Container Store, 2007 to 2008.

2022 to now — **Fashion Institute of Technology** · SUNY
Adjunct Assistant Professor. Co-designed FM 330: Data Insights & Fashion Analytics.

CLIENTS AND PARTNERS

pepsico · Mastercard · Unilever · Uber · bloomingdale's · The Home Depot · Walmart · Target · macy's · weber · Cuisinart · Lindt & Sprüngli

EDUCATION

MBA, Entrepreneurship · Syracuse University

BA, Mathematics · New York University

Harvard Business Analytics Program · HBS

Doctoral coursework · Iowa State University

IN THEIR WORDS

"A truly exceptional leader in sales and operations."
Todd Bold, CRO · managed Rishi directly

"His positive attitude is infectious."
Seth Diamond, Mastercard · worked together nearly 10 years

"Solutions-oriented, proactive, and an elevated thinker."
Andrew J. Wong, Senior Director, Merchandise and Licensing

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