

10.15 - present **Account Manager & Style Consultant - Brideside - Chicago, IL**

- Manage 150+ bridal party accounts resulting in 900+ prospecting clients
- Exceeded first month sales goals by 200%, while assisting in developing sales processes for "start-up" business
- Host virtual and in person client consultation for styling, fit, building out wedding vision expectations and meeting clients needs

04.15 - 10.15 **Product Development Manager - CDW Merchants - Chicago, IL**

- Translate customer visual display concepts into actuality, work with multiple accounts on monthly and quarterly retail displays
- Build costing proposals by conducting pricing analysis on sale terms, operation costs, logistics and margins
- Source visual props through domestic and overseas vendors for prototypes and production leads while negotiating costs
- Communicate effectively with business development team about project time lines, costing proposals and kitting options for direct to store

08.13 - 03.15 **Designer & Product Merchandiser of Belts - (women's, men's & kid's)**

Tata Accesorios Globales - Randa Accessories - Chicago, IL

- Merchandise and line build 28+ collections a year with Design Director for accounts: Gap Inc., Gap Outlet, Banana Republic, Old Navy, Banana Republic Factory Store, Target, Fossil and Zara
- Responsible for trending, designing and developing all quarterly collections for Gap Outlet, Banana Republic Factory Store & Nordstrom
- Mentor and train junior staff on development, cost engineering and material sourcing
- Negotiate all costing to meet internal margin goals and retailer requirements for a \$24M factory direct business
- Initiate quarterly line plans for all accounts based on color and trend direction, material opportunities, selling, replenishment and competitive analysis
- Present, sell and educate accounts and upper management on seasonal collections and market opportunities
- Develop volume building styles, create tech packs and participate in Guatemala factory seasonal development trips
- Successfully manage multiple development cycles with factory communication, sample development while meeting deadlines

03.12 - 08.13 **Product Development Manager of Jewelry**

Michael Kors - Fossil - Dallas, TX

- Develop all global seasonal merchandising books and mood boards, product knowledge, copy and line sheet guides
- Create line extensions on top styles and organize factory development allocation for collection turnover
- Work with Sr. Product Manager to negotiate construction and material pricing to meet margin goals for a \$1B business
- Plan and track development sample shipments, communicate revisions and approve all production samples
- Initiated new product shot standards for MK website, worked with photo studio for e-commerce, collateral and retailer requests
- Chosen by the licensing jewelry division to be "subject matter expert" for new software implementation and user layout

05.10 - 03.12 **Global Color & Trend Specialist / Footwear Designer - (men's & women's)**

Sebago - Wolverine World Wide (WWW) - Grand Rapids, MI

- Seasonally forecast and compile global trends, colors, materials and benchmark directions
- Grew business 400% with Lead Designer based on selections for color, trend and design direction
- Present international and domestic: trend boards, directional season guide & color palette
- Oversee leather and material selections, while maintaining fiscal objectives
- Initiate footwear designs, create and send tech packs and participate in China and Dominican Republic development trips
- Successfully manage and communicate projects between two different development systems

11.07 - 05.10 **Assistant Footwear Designer & Developer - (men's, women's & kid's)**

Lands' End / Lands' End Canvas - Dodgeville, WI

- Assisted with designs and collection colorways for: athletic, tailored, lifestyle, kids, and slipper programs
- Collaborated on trend research, seasonal stories and presentations for concept with Sr. Designer
- Managed all color approvals and vendor approval communication while achieving deadlines
- Assisted with designs for new contemporary line LE Canvas and customer focused international programs

06.06 - 08.06 **Technical Design Internship: Hard & Soft Apparel - Elie Tahari - New York, NY**

Education: Texas Tech University | August 2006 | Bachelor of Science in Apparel Design & Manufacturing

Additional Recognition:

- 10.11 Ars Sutoria training in footwear design / development
- 12.11 Winner of WWW color & materials design contest
- 05.05 Texas Tech ADM course work in Paris, France
- Selected for WWW company webpage employee testimonial

Computer Proficiency:



PLM systems, Salesforce, Windchill, Optitex, & BMS

Personal Skills & Hobbies:

Leadership, education networking, strong attention to detail, accountability, proactive problem solver, cross-functional team work, positive attitude, cultural adaptability, project management, entrepreneurial spirit, 4 years of retail sales, 13 years of consumer insight experience
10.06 -11.07 Freelance Technical Designer of Outerwear & CWA for Lands' End & Duluth Trading Co.

Running city race events: 5k, 8k, half marathons, metal & jewelry design
couture tailoring & tambour hook training, being a recreational foodie