

OBJECTIVE

Drive company to industry leader through nimble strategy. Motivate and inspire at every level of the organization and exemplify collaboration. Ensure competitive advantage through rigorous attention to talent development and retention.

EXPERIENCE

DESIGN STUDIO MANAGER, DECORATIVE PRODUCTS & COLOR/MATERIAL/FINISH AT KOHLER CO • KOHLER, WI 2010 - PRESENT

Key Results: Reversed the trend of a declining net margin within one year of implementing a new strategy backed by thorough market research and design insight. Catapulted product vitality index by 15% in 2016 through new product introductions and sales trainings, significantly exceeding financial plan. Reimagined the decorative portfolio, changing the customer's perception from dated to must-have products. Grew design team to support additional business needs, global markets, and subsidiary businesses. Spearheaded Kohler's global trend report, enabling communications and new product development teams to align on vision.

Core Responsibilities: Deploy surface design expertise (color, material, finish, pattern, graphics) to support the Kohler family of businesses. Partner with Advanced Materials group to realize new material/process opportunities. Define new product strategies with cross-functional counterparts and present to top-level executives. Reliably execute new product development plans. Act as brand ambassador for design trends: lead trend research and forecasting efforts, summarize findings in presentations, fulfill interviews with editors, and devise events to engage and inspire key specifiers. Support design team in day-to-day operations: provide creative direction, assist with problem solving, mentor on cross-functional engagement, and help execute when necessary. Cultivate talent: coach the individual, help define development plans, enable growth opportunities, and build diverse teams.

PRODUCT DESIGN MANAGER AT ARTISTIC TILE • SECAUCUS, NJ 2004 - 2010

Key Results: Built private-label portfolio from the ground up, enabling company to increase market share in the luxury tile and stone industry. Assessed hundreds of prospective vendors with a wide range of manufacturing competencies and identified key partnerships for innovation pipeline. Developed comprehensive sales tool program and marketing collateral to support new product introductions within wholesale and retail channels.

Core Responsibilities: Manage product development, inception through production. Provide creative direction and technical support to design team, guiding design modifications for cost-effectiveness and SKU rationalization. Lead international vendor communication and negotiation during new product development stage. Champion sales reporting/analysis and conduct trend/competitor research. Design and execute new product literature and sales tools: develop product names, write marketing copy, art direct product photography, and guide graphic designer.

PRODUCT DESIGNER AT PROJECT INC • NEW YORK, NY 2003 - 2004

Key Results: Enabled company to expand beyond a brand-identity business into the home goods sector through launch of a private-label collection. Designed and programmed new company website, reinforcing the company's brand identity.

Core Responsibilities: Manage product development, inception through production. Ideate for luxury home accessories, advancing hand sketches to digital models to working prototypes. Research and secure vendors; lead all correspondence and negotiating during development. Design graphics and packaging for health and beauty clientele, strengthening brand message.



DESIGN ASSOCIATE AT JOHN ROBshaw TEXTILES • NEW YORK, NY 2004

Core Responsibilities: Conceptualize new bedding and upholstery collections, leveraging traditional East Indian woodblock printing techniques. Act as project manager during new product development, interfacing with domestic and international suppliers. Design and produce seasonal new product catalogues and sample swatch cards. Update company website and branding graphics. Assist with new product photo shoots: prepare props and style sets. Handle new product quality control and manage stockroom inventory. Work tradeshow booths and assist clients with orders.

DESIGN INTERN AT TODA LLC • NEW YORK, NY 2002-2003

Core Responsibilities: Produce computer renderings of principal designer's product concepts and provide design variations. Conceptualize home products: hand-sketch, computer-sketch, and prototype final concepts. Participate in group critiques and brainstorm sessions; share concepts and solicit feedback. Work with senior designers and engineers to finalize designs and generate 2D technical drawings. Design and program clients' websites. Design and layout annual reports and brochures.

CERAMIC DESIGN APPRENTICE AT KOHYAMA STUDIO • SHIGARAKI, JAPAN 2000

Core Responsibilities: Design and develop ceramic tabletop products (small batch production for Japanese market). Run studio operations: form construction, glaze chemistry and application, kiln firings, and customer visits and orders. Investigate new technologies within Japanese industrial facilities and independent studios.

EDUCATION

CLEVELAND INSTITUTE OF ART • CLEVELAND, OH 1997-2002

Bachelor of Fine Arts (5-year program). Major areas of study: product, textile, and ceramic design.
Agnus Gund Scholarship (invitational for top twenty graduates) 2002. Charles F. Mosgo Scholarship for Outstanding Achievement in Design 2000. Annual Honorary Scholarship for Academic and Artistic Excellence 2000 and 1999.

INTERLOCHEN ARTS ACADEMY • INTERLOCHEN, MI 1994-1997

High School Diploma. Major areas of study: drawing, ceramics, sculpture, and printmaking.
Honorary Annual Merit Scholarship 1995, 1996, and 1997.

NOTABLE SKILLS

Strategic thinker

Magnetic presenter

Surface design expert

Uncommon design sense

Strong organizational ethic

High-energy, inspirational leader

Creative, collaborative problem solver

Proficient in adobe / cad / office software



TESTIMONIALS

"You have so many great ideas. You must execute all of them."

CHIEF EXECUTIVE OFFICER

"Your business acumen is a strong complement to your creativity."

DIRECTOR OF INNOVATION PRACTICES

"You articulate your thoughts better than any of your peers."

VICE PRESIDENT OF ENGINEERING

"These new products are so on the mark - I'll sell them all day."

MERCHANDISING MANAGER