

EXPERIENCE

RESTORATION HARDWARE, Corte Madera, California

10/2013-present

Vice President of Merchandising, Home Furnishings Textiles and Decor

- Managing a \$300M annual business comprised of Flooring, Window Coverings and Hardware, Home Accessories, and Seasonal Textiles, Décor and Gifting. Delivered a +13% comp and 600 bps of margin improvement LY, driven by product newness and diversity, particularly in Floor Coverings.
- Drive Product Development, Sourcing, Visual and Web Merchandising teams to develop, deliver and present newness, as well as Planning and Allocation to ensure that collections are planned, purchased and allocated to drive demand.
- Research and identify trends and emerging business opportunities to drive sales opportunities and mitigate risk from down trending collections.
- Working with cross-functional partners to install new fixture design for Flooring. Created P&L, budget and strategy for rollout timeline and priority to capitalize on demand growth for 2015.
- Lead weekly and monthly reforecasting process with Merchandising and Planning teams, drive strategy to beat forecast and brainstorm and execute strategies to drive volume.

CALYPSO ST. BARTH, New York, New York

5/2011-9/2013

Vice President of Merchandising (4/2012 – 9/2013)***Director of Merchandising (5/2011 – 4/2012)***

- Accountable for the merchandising, strategic planning and budgeting of all departments within ready-to-wear and accessories, generating \$80M in annual retail sales volume across 39 stores, including our online channel.
- Managed, trained and developed a team of seven merchandisers, who were split into two teams – apparel and accessories product merchandisers and online merchandisers. Recruited, hired and trained three new associates over the past two years.
- Evolved buy strategy and inventory management process to increase full price sell thru and a higher GM rate. In 2012, I delivered +18.3% increase in total retail sales volume, +7.6% comp growth, and +22.2% in gross margin dollars compared to fiscal 2011. In 2013, I delivered +17.2% in retail sales, +6.4% comp growth, +22.6% gross margin dollars and an increase of 260 basis points in gross margin dollars.
- Member of the Executive Committee, worked with all other divisional leaders of the company on a daily basis: Marketing, Planning & Allocation, Design, Production, Creative Design, Visual Merchandising, Store Operations, Human Resources, and our Distribution Center.
- Visited stores weekly to analyze sales performance, inventory needs, training and development requirements for our sales teams, markdown and floorset needs, and to meet customer demands to continue to improve the buying experience and product line.
- Attended all international and domestic market shows.
- Opened 13 new stores in two years, assorted appropriate product for each new store, catered to their target market.

ALL SAINTS USA LIMITED, New York, New York

11/2010 – 2/2011

Director of Merchandising, North America

- Created financial plans and reporting architecture, by store and category to drive \$60M across 24 North American locations.
- Reworked inventory levels by location, adapted assortment by store grouping (stand-alone vs. concession) and developed the retail-pricing matrix for the US retail stores and e-commerce segment.
- Collaborated with CEO and business partners to define and clearly communicate the merchandising vision and strategies in response to business trends and market conditions.

CLUB MONACO, New York, New York

9/2007 – 10/2010

Director of Merchandising and Production – Women's, Men's & Lifestyle Accessories (2/2009 – 10/2010)

- Promoted to manage all departments of the Accessory Division and delivered 55% growth in volume to \$24M for FY2010. Managed, trained and developed six direct reports and 20 commodities; reported directly to the CEO.
- Partnered with a variety of cross-functional teams, including Design, Planning, Allocation, Visual, Licensing, Store Communication and Marketing in order to deliver newness, build appropriate sales plans and inventory levels, create a store tiering structure unique to the Accessory business, set exciting in-store presentations for both domestic and international stores.
- Developed and drove the annual business plan and budget to contribute to the total company financial goals. Worked strategically with the Planning team to adjust to the needs of the business through monthly OTB meetings and adjusted future product and receipts as necessary.
- Researched and analyzed trends to capitalize on new business opportunities. Grew the jewelry department 600%, from \$1.5M to \$9M annually, introduced the hair accessory and shoe businesses to the brand. Partnered with the external production agents to source new factories, traveled frequently to Asia to ensure goods were on time and at target cost.

EXPERIENCE (continued)

- Presented quarterly business findings to the Senior Team at Polo Ralph Lauren. Nominated by the CEO and selected to serve as a Polo Ambassador, representing the Club Monaco brand in monthly meetings and outreach programs.

Merchandise Manager, Women's Accessories (9/2007 – 2/2009)

- Oversaw Merchandising and Production for all nine classifications of Women's Accessories, hired a team of four direct reports, and reported into the Senior Director for the Division.
- Managed the largest growth segment for the company and grew the business 41% in retail sales dollars to \$15.5M, contributed an additional \$2M in gross margin dollars over the prior year. Increased IMU by 2.6% through aggressive cost negotiations and strong relationships with our factory partners.
- Won the "Club Award" for the Fourth Quarter FY2008 for cross-functional contributions, delivering out of the box thinking, strongly representing the brand and going "above and beyond". Won the "Achievement Award" for the First Quarter of FY2009 for the largest gains against the sales and gross margin plans.

DELIA'S INC., New York, New York

12/2005 – 8/2007

Senior Buyer, Women's Outerwear, Skirts, Woven Tops and Dresses

- Managed a \$12M business by driving the creative strategy and product management in all aspects of the business, including but not limited to: open-to-buy reporting, seasonal financial and assortment planning, in-store marketing, inventory management margin and product exclusivity agreements. Reported to the GMM for the Retail Division. Managed one direct report.
- Shopped market vendors and developed private label assortment without a design team in place.
- Partnered with Direct buyers, Stylist and Visual to ensure that the in-store experience was consistent with the catalog messaging.

ABERCROMBIE & FITCH CO., New Albany, Ohio

7/2000 – 11/2005

Senior Merchandiser, Female Outerwear, all brands (6/2005 – 11/2005)

- Drove a \$50M business composed of all four brands – Abercrombie & Fitch, abercrombie, Hollister Co. and Ruehl No. 925 – reported directly to the CEO. Managed six direct reports to hit aggressive IMU targets, negotiate timing and action and floorset challenges with the other Merchant teams.
- Partnered with Concept Design and Design teams to research applicable trends and develop them into differentiated products that appealed to all target age groups.
- Developed solid vendor relationships to ensure the quickest deliveries, mitigating liabilities and maintaining the highest quality.

Senior Merchandiser, Ruehl No. 925, Women's Woven Apparel & Accessories (8/2003 – 6/2005)

- First Merchant selected to launch the womens' categories, solely managed all Woven Apparel and Accessories from initial sketch through the development and production process.
- Reported directly to the Senior VP/GMM and built a team of four direct reports.
- Led the process of assortment development and merchandising by identifying key looks, target SKU count and Floorset concepts.
- Traveled monthly to Hong Kong, China, and Mexico to approve fabric, trim, color, fit and to negotiate costs and delivery.
- Partnered with conceptual brand marketing team, design, and management to keep brand development and definition on track, geared toward our target market by continuously researching and challenging the product mix.

Merchandiser, Women's and Girls Woven Tops and Skirts (7/2002 – 8/2003)***Merchandiser, Men's Gym Issue (2/2002 – 7/2002)******Associate Merchandiser, Girls Gym Issue (2/2001 – 2/2002)******Assistant Merchandiser, Women's Gym Issue (7/2000 – 2/2001)*****EDUCATION**

CORNELL UNIVERSITY, Ithaca, New York

5/2000

B.S., Textiles and Apparel Management

2000 Outstanding Senior in Textiles and Apparel, Mortar Board Senior Honor Society, 1999 Outstanding Junior in Textiles and Apparel, Dean's List