

Design manager with 9+ years of global experience facilitating complex projects. Highly skilled at collaborating with key stakeholders, managing design processes, and acting as an owner.

WORK EXPERIENCE

Store Development Design Manager | West Elm (Williams-Sonoma Inc.)

SAN FRANCISCO | FEB 2018 - PRESENT

Design ownership:

- Own the planning, development, and deployment of domestic and global retail store design, including new stores, remodels, and special projects.
- Averages 10 new stores per year, with multiple miscellaneous design projects throughout the existing fleet (~\$2.5M per store).
- Develop and communicate architecture and design guidelines.
- Oversee the entire fixture program, from initial concept ideation and prototype development through to final production. Prioritize brand standards while balancing aesthetic appeal and affordability.

Partnership focus:

- Partner with senior executives and cross-functional team leads (e.g., real estate, construction, procurement, and operations) to set goals, roadmaps, and facilitate team resources.
- Cultivate a network of external vendors, including consultants, fabricators, and architects, to map out scopes of work and meet cost, schedule, and quality expectations for each project.

Technical execution:

- Own and review deliverables such as shop drawings, test fits / capacity plans, fixture layouts, technical specifications, mock ups and samples.
- Support RFPs, vendor proposals, and site feasibility assessments.

Senior Project Manager | Right Direction Apartments

SANTIAGO, CHILE | 2016 - 2017

- Managed the remodel of residential home projects end-to-end, overseeing timelines, budgets, and vendors.
- Outlined scope deliverables and ensured projects were completed on time and within budget.
- Increased market response by +50%.

CORE SKILLS

Project Management
Creative Design
Client Relations
Vendor Relations
Communication
Planning, Sourcing
Research & Development
Presentations
Product Design

TECHNOLOGIES

Bluebeam Revu
Photoshop
Keynote, Pages
Microsoft Suite

LANGUAGES

English (fluent)
Spanish (fluent)

Product Development Manager | Town & Country Living

NEW YORK, NY | 2015 - 2016

- Managed the product development cycle for mass merchants accounts, including Costco and Wal-Mart, reporting directly to the EVP and CEO.
- Headed communications between domestic and international agency partners, ensuring efficiency in product development, design and QC.
- Developed innovative products and supported Sales and Sourcing teams for new business opportunities.

Product Development Designer | J. Queen New York

NEW YORK, NY | 2013 - 2015

- Led the design and development of a new product line from ideation to execution, including conducting market research to identify target markets, overseeing product shoots, and developing package design.
- Prioritized and managed design requests through client approvals.

EDUCATION

B.S. Home Products Development

Fashion Institute of Technology, New York, NY

A.S. Fashion Merchandising Management

Fashion Institute of Technology, New York, NY

Design Studies

University of Arts, Sciences and Communications UNIACC, Santiago, Chile