

Judith A Kuipers

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MDL, New York NY

August 2015 – August 2017

Vice President Creative Design Womens

- Lead, developed and managed a design and product development team of 20, responsible from initial concept, trend, color, raw material selection, prototypes, salesmen samples, CAD print design related to 7 product categories (such as dresses, sweaters & cut/sewn, tailored, soft, beading, evening, outerwear and denim)
- Managed all design operations - design studio, CAD print/illustration design and the in-house sample room team of 21
- Responsible for creating, merchandising and presenting monthly a 100-200 sku product line
- Managing the speed to market calendar which provided the e-commerce department with product shipped in a fraction of the time, reducing the traditional production time by 50%
- Generated an increase in sales by presenting seasonal design and market trends, providing the executive buying teams with an effective market forecast
- Achieved brand design intent while keeping margin targets requested by merchandising team

CALVIN KLEIN EUROPE B.V, Amsterdam, The Netherlands

July 2013 – December 2014

Senior Designer Platinum Collection Womens

(tailored, soft, fashioned knitwear, jersey, evening, outerwear and accessories)

- Reported directly to the Creative Director serving as his right-hand implementing design development, fit sessions and line presentation to executive leadership team
- Responsible for creating and launching Platinum Collection an exclusively produced Calvin Klein diffusion brand, targeted exclusively for the European market
- Designed, technically developed, and allocated prototypes and showroom samples defining the new Calvin Klein label
- Responsible from concept to presentation for 150 sku seasonal collection maintaining retail targets requested by merchandising and executive teams
- Researched and selected piece goods, yarns, prints and pattern finalizing the collection to be presented and bought by the retail team
- Conducted fit sessions with the Creative Director ensuring design proportion, execution and brand vision

ANNE KLEIN COLLECTION & AK Anne Klein, New York NY

October 2010 – June 2013

Vice President Creative Director Womens

- Responsible for transforming and repositioning a heritage bridge and better collection with a modern point of view including elevating the quality of raw materials, modernizing silhouettes, fit and print direction resulting in a complete redesign of the brand and increased global retail distribution
- Directed a 20+ person design team, textile R&D, CAD print design, knitwear and woven design teams including the licensed product lines (*watches, scarves, sleepwear, swimwear, belts, jewelry, hosiery, etc.*) which contributed to 30% of the sales for the brand
- Responsible for repositioning the brand to "Gold Level" market status with such US retailers as Bloomingdales, Neiman Marcus and Saks 5th Avenue expanding international distribution in Asia (*i.e. Japan, China and Dubai*)
- Partnered with sales/merchandising, planning, and internal costing teams to ensure design aesthetic and a balanced sku assortment while maintaining margin targets for the collections market position

CYNTHIA STEFFE, New York NY

July 2006 – August 2008

Director of Knitwear Womens

- Responsible to re-launch the knitwear business (sweaters, cut & sew and soft draped sportswear) for a *Contemporary* designer brand resulting in a successful retail product that contributed to 40% of the annual sales
- Managed a small team of 4 designers and technical designers under the supervision of the Artistic Director to formulate brand concepts from sketch to garment form ensuring sample calendar deadlines and fit modifications
- Instrumental in driving the creative process by continually developing the brand identity of the knitwear attracting a new customer base, increased sales and editorial coverage
- Responsible for selecting yarns and piece goods defining the vision of the collection
- Developed muslin drapes and first patterns with in-house *atelier* for each runway collection while implementing a process resulting in an improved fit, timing and overall execution of the knitwear product

LIZ CLAIBORNE INC., New York NY

February 2004 – May 2006

LIZ - Vice President Design Director Womens

- Responsible for the launch of LIZ women's brand (*neo-traditional sportswear with a contemporary edge*) with the *bridge* price point penetrating 250 US retail doors resulting in \$200 million in sales over a 3-year period
- Directed a design team of 20 (including technical design, fabric R&D, CAD print and in-house pattern room) creating a collection of 120 pieces of 7 categories of sportswear
- Responsible for establishing the brand philosophy, modern fit, a fragrance launch and overall vision of the LIZ collection resulting in a new, elevated brand of sportswear adding to the public companies portfolio

ANNE KLEIN, New York NY

COLLECTION, AK ANNE KLEIN & A-LINE WOMENS

September 2001 – December 2004

Design Director -Knitwear & Licensed Accessories

- Directed a team of 6 designers for a multiple brand corporation representing knitwear for 3 market tiers contributing to 40% of the annual sales
- Responsible for concept, color, design and print/stitch pattern for the second largest brand category (300 skus monthly)
- Developed product designed specifically for the Collections brand licensees (*i.e. Swimwear, Shoes, Handbags & Belts, Eyewear, Small leather goods, Watches, Hosiery, etc.*) which further defined the heritage brand and contributed to 20% of the sales

FENDI SRL (PRADA HOLDINGS COMPANY) Rome, Italy

April 2000 – June 2001

Director of Knitwear Womens & Mens Collection- '*Risponsabile Maglieria*'

- Created knitwear designs, stitch patterns and cut and sew concepts for the women's as well as the men's *prêt a porter* collections
- Partnered with *Silvia Venturini Fendi* at the Rome headquarters creating the initial concepts and designs for the runway collections expanding the knit product assortment for the brands
- Collaborated and introduced domestic knitting techniques and resources located in various regions (*Veneto, Tuscany, Umbria, Emilia-Romagna & Marche*) to develop and execute proto and show samples to be presented to *Karl Lagerfeld*
- Executed technical design specification as well as allocated the appropriate knitting factories utilizing and implementing vast technical knowledge of electronic knitwear machinery, ensuring a complimentary counterpart to the luxury woven sportswear

CALVIN KLEIN INC., New York NY

WOMENS COLLECTION, cK Mens & cK Womens

December 1997 – December 2000

Director of Knitwear Product Development

ANNE KLEIN INC., New York NY

ANNE KLEIN COLLECTION / ANNE KLEIN II Womens

January 1995 – December 1997

Senior Designer Knitwear, Tailored & Soft

LIZ CLAIBORNE INC., New York NY

FIRST ISSUE, Head Designer Knitwear Womens

1994 – 1995

CALVIN KLEIN INC., New York NY

Ck WOMENS COLLECTION & CALVIN KLEIN SLEEPWEAR, Designer

December 1989 – 1994

ADRIENNE VITTADINI, New York NY

ADRIENNE VITTADINI COLLECTION, Design Assistant

1987 – 1989

OSCAR de la RENTA, New York NY

College Internship

GYPSET STYLE COLLECTION, New York NY

Consultant Designer

2009 - 2010

- Responsible for establishing the premier collection of GYPSET beach kaftans & dashikis for New York-based journalist and editor for Elle, Vogue, Wallpaper, Conde Nast Traveler - Julia Chaplin. Author of "GYPSET STYLE", "GYPSET LIVING" & "GYPSET TRAVEL" which expanded her editorial presence and sales of her various publishing achievements

EDUCATION

PARSONS SCHOOL OF DESIGN New York, NY

Bachelor of Fine Arts Degree

PARSONS SCHOOL OF DESIGN Paris, France Summer Program

French Art History and watercolor painting

SPECIAL SKILLS & INTERESTS

- **Languages:** Fluent English, Italian, working Spanish, French & Dutch
- **Proficient:** All Microsoft Office programs (*i.e. Word, Excel, etc.*), Illustrator Ai, Photoshop and Web PDM, PLM
- **Accessory and Jewelry Design:** Knowledge and design experience - leather goods, footwear and jewelry