

ANGELA CLARK

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Richfield, OH

A creative and strategic design leader who is passionate in delivering meaningful customer experiences through engaging product while mentoring a team of creators.

EDUCATION

BFA Cleveland Institute of Art, Industrial Design
Minors in Graphic Design & Metals

IKEA Business Development
Leadership Program

Williams Sonoma Putting Your People First
Leadership Training

DMI Seminar, Top 10 Challenges Facing
Design Managers

DMI Seminar, Design Strategy for Product and
Brand Innovation

STRENGTHS

Software: Adobe Creative Suite, Microsoft
Office

Deep knowledge of design and
product development.

User empathic approach to business and
product range strategy.

Generate strategies that work for the
entire value chain.

Inspiring communicator + networker.

Naturally curious, open and continuous learner.

Napkin, post-a-note, white board sketcher and
ideator.

RECOGNITION

Victor Schreckengost Legacy Exhibition, 2008

Mabel Baker Award, PartyLite 2005

Chicago Athenaeum Good Design Award,
Hemedex Blood Profusion Monitor, 2003

Release 1: Boston Revolving Museum, 2001
Toronto Design Center, 2002

Patent holder for fragrance delivery system
and blood profusion monitor

ID Magazine Design Review, Best of Category
Concepts, Release1 Contributor, 2002

COMMUNITY

Guest Critic at California College of Art and
Academy of Art University

Brookline Art Center Faculty

Life Drawing Workshop Facilitation

Renovation of 1850 Row House

Big Sisters Volunteer

Sailing

EXPERIENCE

IKEA Product Development Center Asia Pacific
Range Manager 2016 - 2018
Shanghai, China

Lead designers & product developers in China, Taiwan, India and Vietnam who delivered products meeting the needs of the customers in new and high growth markets while being close to the supplier base.

Focused business direction into 7 key long term strategic initiatives with a design thinking approach. Enabled long term project portfolio plan and talent plan supporting sustainable organizational growth.

Evolved team direction to focus on the needs of our customers in Asia Pacific.

Aligned with Retail and IKEA of Sweden identifying business opportunities.

Succeeded in delivering indexed growth of 116% for FY2017, 119% for FY2018, and projected 115% for 2019.

Secured the IKEA brand identity in design and product development meeting democratic design objectives.

Recruited, mentored and coached 12 to 15 international product developers and designers supporting people in career development.

Advocated for design strategy expertise that generated valuable insights inspiring new and relevant product solutions.

Pottery Barn at Williams Sonoma Inc.
Head Design Manager 2010 - 2015
San Francisco, CA

Created, designed and managed the development of aspirational solutions for hard working rooms of the home reinforcing Pottery Barn's brand identity.

Developed innovative solutions for jewelry storage, entryway organization, baskets, wall mounted organizational systems, closet storage, home office accessories, storage, shelves + ledges, clocks, luggage, fireplace accessories, pet accessories, games + gifts.

Drove expansion of seasonal outdoor decor for Winter Holiday, Halloween, Easter and Garden in the categories of decorative lighting, botanicals, and outdoor objects.

Collaborated with merchandising and sourcing teams. Launch product with 38% revenue growth over 3 years while maintaining high margins and low MOQs.

Annual development of 700+ SKUs managed across in-house designers and freelance resources.

Engaged daily with overseas suppliers and agents with periodic cross-functional development trips to support peak seasons.

Created visionary concept direction by building vignettes showcasing product in a compelling complete story.

PartyLite Worldwide Inc.
Design Manager 2004 - 2010, Product Designer 2002 - 2004
Boston, MA

Managed the design development of candles, air care and home decor accessories meeting manufacturing, safety, quality, and marketing objectives for an international direct sales company.

Oversaw 300 SKUs annually supporting 14 countries within 600K budget.

Delivered compelling value based design solutions that support high margin business goals.

Drove trend research and analysis for consumer attitudes, home interior trends and color forecast 18 months from launch date.

Utilized world renowned fragrance suppliers to support creative direction.

Collaborated with international suppliers and their design teams to refine products while identifying new product opportunities with overseas suppliers.

Managed, inspired, mentored 4 internal and freelance designers meeting product marketing and design objectives while maintaining development schedules.

Championed design as a strategic competence within the organization with increased influence and responsibility.

Previous Design Roles with Proteus Design, Product Genesis and Nachtman USA.
1996-2003