

RICHARD METZGER

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EXPERIENCE

Reitmans (Canada) Limited, Montréal, QC Canada

01/2018 – Present

Creative Consultant

- Re-Focus the design direction of the Penningtons plus size brand
- Edit assortments and drive big picture growth ideas
- Direct design team on better practices to achieve higher adoption rates
- Style and direct outfit curation for in-store and lookbook use
- Develop fit ownership and solution technology
- Coach existing team on process improvements

Chico's FAS, Ft. Myers, FL

05/2013 – 11/2017

Sr. Director of Design and Product Development-Collections

- Direct design of Zenergy and Travelers collections, representing half of Chico's volume
- Create strong relationships with merchants to set seasonal goals delivering monthly comp gains
- Present monthly brand direction to merchant team and insure cross functional buy-in
- Manage and mentor a team of designers and product development professionals
- Develop strong cross functional relationships with tech, trend, cad and business planning teams
- Shop regularly to identify emerging trends and categories to drive newness and growth
- Selected as key member of the CEO task force to create new PLC cadence corporation wide

Sr. Director of Design, Chico's Black Label

05/2013 – 11/2017

- Create a compelling assortment of the new higher end Chico's line
- Develop unique color stories and prints to differentiate the line from other Chico's products

Rafaella Sportswear (Perry Ellis International), New York, NY

09/2007 – 07/2012

Executive Vice President of Design

- Oversaw the re branding of the Rafaella brand
- Launched modern contemporary brands Ellavie and Nicole Miller Chartreuse
- Directed seasonal themes, color palettes, print selection/direction, and silhouette design
- Created extensive private label programs for Kohl's, JC Penney, Macys, Belk, Lord & Taylor
- Conceptualized slimming technology, "fit your shape" solutions & easy care
- Maintained and established seasonal time and action calendars
- Traveled internationally regularly for sample development, trend shopping, and fabric shows
- Partnered with EVP of Production on costing to maintain strict seasonal margins
- Managed design team, merchandising team, and Far East development staff
- Presented seasonal pre-line strategies to key retailers

Hampshire Brands, New York, NY

06/2006 – 07/2007

Vice President of Design

- Oversaw the re launch and re positioning of the Marisa Christina brand
- Developed new merchandising strategies in partnership with VP of Sales
- Created private label programs for QVC, private retailers, and international licensees
- Presented brand direction to regional sales teams and traveled to all trade shows to ensure sell thru

Garfield Marks, New York, NY

12/2000 – 06/2006

Director of Design

- Oversaw the design direction for Garfield Marks & Pleinair
- Traveled for shopping inspiration, sample development, and fabric research
- Managed entire design team including pattern room and tech team
- Developed exclusive & private label programs for key retailers such as Nordstrom

Richard Metzger Collection, New York, NY

09/1999 – 04/2005

Owner and Designer

- Launched signature PLUS-SIZE designer women's collection
- Established all New York based manufacturing, including custom couture
- Earned a lucrative clientele, including Oprah Winfrey, Queen Latifah, Star Jones, and many others
- Garnered extensive press coverage
- Designed the entire collection incorporating custom "red carpet" celebrity evening pieces
- Presented and sold the collection to buyers, successfully selling to Saks Fifth Avenue and boutiques nationally
- Produced two fashion shows annually during New York Fashion Week

Freelance Designer

09/1999 – 04/2004

- Designed for various clients such as Essendi, Queen Latifah, Cousin Johnny, JMS, Avenue Stores, and Saks Fifth Avenue

Dana Buchman, New York, NY

06/1995 – 01/2000

Design Director

- Designed 4 seasonal collections for three divisions
- Grew brand volume 100% to well over \$200 million, Liz Claiborne's most profitable brand at the time.
- Expanded the knit & sweater business for Dana Buchman, more than tripling category volume
- Conceptualized seasonal themes and color stories along with Dana Buchman and Karen Harman
- Developed key items/exclusive programs for retailers such as Neiman Marcus & Saks Fifth Avenue
- Travelled to Asia, Europe, and US to work with both suppliers and manufacturers
- Coordinated all sourcing and costing in tandem with production
- Managed and motivated large design team

Anne Klein, New York, NY

09/1992 – 06/1995

Senior Designer

- Designed, sketched and developed four seasonal collections
- Researched and developed all yarns and fabrics
- Traveled to Pitti Filati, as well as Asia and Europe to work with factories and suppliers
- Fit both sample and production garments, supervising tech team
- Worked closely with production team on allocation, execution, and pricing of all styles

Adrienne Vittadini, New York, NY

06/1992 – 08/1992

Design Director—Adrienne Vittadini Collection

- Designed and sketched the runway designer collection

Liz Claiborne, Inc., New York, NY

06/1988 – 06/1992

Senior Designer—Lizwear

- Conceptualized six seasonal lines annually
- Maintained tight adherence to time lines and merch plans, growing division to over \$300 million
- Researched and developed all yarns and fabrics within price targets
- Travelled frequently to Asia to work with factories and suppliers
- Attended international trade shows, including Premier Vision, Prato Expo, and Pitti Filati
- Partnered with sourcing on allocation and pricing of all styles
- Supervised design team and pattern making team

EDUCATION

Fashion Institute of Technology, State University of New York

Associate in Applied Science, May 1988

Fashion Design, Specialization: Sportswear/Knitwear Design