

JENNIFER D. CLIFTON

clifton.jennifer@gmail.com
2912 Shamrock Drive
Greensboro, North Carolina 27408
(M) 704 675-6329 (H) 336 323-8140

SUMMARY

An imaginative and highly versatile Product Developer/Designer with broad experience in the highly competitive Furniture and Accessories Industry. Proven ability to apply strong creative insights in meeting market demands for innovative products and showroom design. Experienced in Managing Multiple Projects both domestic and overseas. Able to bring a Spirit of Teamwork and Cooperation to any organization.

Key competencies include:

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| <input checked="" type="checkbox"/> Product Design | <input checked="" type="checkbox"/> Creative Vision | <input checked="" type="checkbox"/> Showroom Design |
| <input checked="" type="checkbox"/> Project Management | <input checked="" type="checkbox"/> Color Trend Forecasting | <input checked="" type="checkbox"/> Vendor Management |
| <input checked="" type="checkbox"/> Product Implementation | <input checked="" type="checkbox"/> Market Analysis | <input checked="" type="checkbox"/> Competitive Intelligence |

PROFESSIONAL EXPERIENCE

MAITLAND-SMITH, High Point, NC

2007-2009

A publicly held company owned by Furniture Brands International (FBN)

Senior Product Developer/Designer

Responsible for all aspects of the development and management of the accessory and lighting division to compliment the furniture division including research and development, product design, development and merchandising

- Designed best-selling furniture item.
- Designed best-selling lighting, furniture and accessory items introduced at High Point International Furniture Market.
- Assigned the responsibility for End to End concept development to completed product
- Managed multiple projects domestically and overseas.
- Capitalized on established vendor relationships to efficiently source, develop and manufacture products internationally delivering target priced products on target timelines.
- Traveled to China, India, Indonesia, Mexico and Philippines to work with vendors and brand factories to manage product and insure successful results.
- Traveled domestically to build upon competitor intelligence and research current marketplace trends.
- Analyzed price, product profitability, and marketability before item was introduced to consumers.
- Assisted implementation of a successful program that utilized domestic inventory by creating a program where customer's customized existing in-stock product.

CHELSEA HOUSE, INC., Gastonia, NC

2005-2007

A privately owned premier home accessory line of high quality furniture, lamps, chandeliers, art, pillows, mirrors and decorative accessories

Lead Designer

Responsible for end to end development and management of diverse product line, which included design of lighting and home accessories and Accountable for all lighting and home accessories introduced.

- Designed original and antique reproduction accessories, lighting, and accent furniture pieces
- Coordinated freelance designers and the product they developed to fit company's product line needs.

- ☒ Managed development of over 400 items every six months for furniture market introductions.

PROFESSIONAL EXPERIENCE (cont'd)

- ☒ Extensive foreign and domestic travel to work directly with vendors and keep informed of customer needs.
- ☒ Implemented display and start-up for additional showroom openings.
- ☒ Responsible for showroom set-up and display for all product categories designed at 3 different locations.

JOHN-RICHARD, Inc., Greenwood, MS

2000-2005

A privately owned furniture company with exceptional design in furniture, lighting, and wall décor

Designer/Buyer

Developed and managed lighting and accessory product line, which consisted of 500-1200 new item line introductions twice a year.

- ☒ Designed and developed items that were the company's best selling product introductions.
- ☒ Developed designs for several successful nationally advertised licensee programs.
- ☒ Contributor of award winning design team. Team won 14th Annual ARTS Award in the Portable Lamp Category. ART 'Accessory Resource Team' is the premier organization in the decorative accessories industry.
- ☒ Developed strong knowledge of product sourcing, production and manufacturing processes.
- ☒ Maintained and managed status of overseas design and production to insure timely product introduction deadlines.
- ☒ Maintained constant communication with overseas and domestic vendors in order to reach successful results in product development.
- ☒ Extensive foreign and domestic travel in order to maintain vendor relationships as well as keep the design process in continuation.
- ☒ Translated latest trends in design to project creative direction.
- ☒ Responsible for showroom set-up and display of product categories designed.

EDUCATION

Mississippi State University, Starkville, MS

Bachelor of Science: Apparel, Textiles, Merchandising

Minor: Fine Arts

1994 - 1998

JCPenney Quality Assurance Center, Dallas, TX

Student Internship – Textile Lab Technician

Summer 1998

Cambridge Who's Who

Honored Member

2009-2010