

# MARY CLARK

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*Apparel design and development lead with expertise in end-to-end product life cycle spanning legacy brands (Ralph Lauren, The Met, Cutter & Buck) and innovative startups (INPHORM, GSTQ, NYXL). Adept in multi-category design, product development and merchandising while effectively collaborating across teams to push creativity and innovation. Excels at bridging creative vision with sales needs and profitability.*

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## EXPERTISE

**AREAS:** Sportswear, Streetwear, Golf, Tennis, Athleisure, Denim

**CATEGORIES:** Cut and Sew Knits, Sweaters, Wovens, Bottoms, Denim, Jackets, Outerwear

**DESIGN/MERCHANDISING:** Trend, Concept & Color, Mood Boards / Presentations, Hand & Computer Illustration, Print and Pattern Development, Draping, Technical Packages, Competitive Research and Analysis, Line Planning, Assortment Strategy, Margin and Pricing

**PRODUCT DEVELOPMENT / SOURCING:** Fabric/Yarn/Trim Development and Sourcing, Fabric Wash & Finish, Garment Fit and Construction, Strong Vendor Relationships, Development Calendar Creation & Management, Domestic and International Travel

**TECHNICAL:** Illustrator, Photoshop, InDesign, PLM, BeProduct, Asana, Figma, Miro, Google Slides, Powerpoint, Keynote

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## WORK EXPERIENCE

**MARY CLARK DESIGN, Self Employed, New York, NY**

DESIGN / DEVELOPMENT CONSULTANT - Apr 2021 - present

**CLIENTS:**

**INPHORM NYC: WOMENS TENNIS, GOLF, ATHLEISURE | Apr 2018 - Apr 2019, Sep 2023-present**

- Develop comprehensive trend & fabric mood boards / presentations by competitive shopping, online research and attending trade shows (ie, Premier Vision, Texworld, etc) to guide seasonal direction, including color, concept, silhouette, trim, and fabrication.
- Collaborate with Creative director on all phases of design, development and technical design for 10 deliveries / season..

**GSTQ: WOMENS SPORTSWEAR | Oct 2022 - Mar 2024**

- Shopped market and generated trend / mood boards for 4 seasons focusing on silhouette, details and innovative fabrications.
- Created design and technical sketches using Adobe Illustrator, refined iterations, and prepared detailed technical packages for seasonal product development.
- Collaborated with Technical Designer to facilitate comments, drape and create detail sketches as needed.

**GMI USA CORP: STREETWEAR (Lotto NYC), SPORTSWEAR (Handed) | Apr 2021 - Sep 2022**

- Spearheaded concept and vision for 2 product lines w/ 4 deliveries/season and guided development from 1st fit through production.
- Maintained vendor relationships globally to create innovative, quality merchandise w/ flexible minimums for startup ventures.
- Mentored junior team members in optimizing workflow and prioritizing tasks.

**NYXL (formerly ANDBOX), New York, NY**

SR. MANAGER, DESIGN & DEVELOPMENT - MENS & WOMENS APPAREL - Apr 2019 - Apr 2021

- Led design and development of all categories of men's/women's apparel and consumer products across 4 seasons, including 7 influencer collections: conceptualizing designs, managing fittings, coordinating factories, and overseeing materials/colors from concept to production.
- Cultivated vendor relationships, conducting in-person factory visits (internationally and domestically) to oversee development and finalize production samples.

**THE METROPOLITAN MUSEUM OF ART, New York, NY**

PRODUCT MANAGER / DESIGN LEAD - TEXTILES, ACCESSORIES & HOME GOODS - Sep 2016 - Dec 2017

- Directed 500+ SKU development per season, fostering partnerships to enhance exhibitions and expand brand recognition. Formulated strategies to drive sales growth and innovation through vendor sourcing, purchasing, and customer feedback.
- Implemented initiatives that drove 23% YoY sales increase in textiles and 11% in accessories. Served as interim Product Manager for Home Goods.

**RALPH LAUREN, New York, NY**

DESIGN / DEVELOPMENT CONSULTANT - MENS & WOMENS SWEATERS - Dec 2014 - Jul 2016

- Specialized in designing Men's and Women's sweaters for Polo, Polo Sport, RL Golf, and PFS lines, collaborating in all aspects of technical design and product development.

- Collaborated with Directors to conceptualize designs, establish color palettes, and maintain communication with mills, aligning with brand standards.

## **CUTTER & BUCK, Seattle, WA**

### **PRODUCT LINE DIRECTOR - SPORTSWEAR - Jan 2011 - Apr 2014**

- Reported to CEO, led a multidisciplinary team of designers, tech designers, merchandisers, and product developers.
- Set strategic vision and product strategy; enhanced quality while preserving margins through innovative sourcing initiatives and strong factory/mill partnerships.

### **DESIGN DIRECTOR - SPORTSWEAR, GOLF, COLLEGIATE PRO SPORTS - Oct 2006 - Jan 2011**

### **DESIGNER - KNITS - Jan 2003 - Apr 2006**

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## EDUCATION

**BS TEXTILES AND APPAREL DESIGN**, Cornell University

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## CERTIFICATIONS

**UI UX Certification**, Avocademy | Oct 2022

**Graphic Design Specialization**, Calarts | Sep 2020

**UI UX Foundations**, Designlab | Oct 2021

**Digital Product Management**, University of Virginia | Feb 2020