

Stephanie DelVecchio Glaze

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EXPERIENCE

Glaze

Co-Founder

(JUL 2017 - PRESENT) NEW YORK, NY

www.glazestudio.com →

- Cultivated lucrative relationships with key stakeholders, including customers, wholesale partners, suppliers, industry experts, and prospective investors, by clearly communicating brand narrative and product expertise.
- Managed all day-to-day operations from design to development, manufacturing, marketing, and DTC and B2B sales.
- Landed product in 60+ retailers including Anthropologie, Food52, Goop, Kith, Noah, Bespoke Post, and ABC Carpet & Home. Collaborated on custom gifting projects with Jony Ive, Jennifer Garner, and Kristen Bell. Secured various editorial and online features including Elle, Cosmo, W Mag, Domino, Goop Gift Guide, Marie Claire, Martha Stewart, Bobby Berk, Coveteur, and WGSN.
- Bootstrapped and achieved profitability within 3 years. Navigated a global pandemic through creative DTC solutions and grit.

Converse, Nike Inc.

Footwear Designer II

(MAY 2016 - JUL 2017) BOSTON, MA

- Responsible for defining and driving product creation for Converse's newly formed Sport Lifestyle category. Created outsole molds and upper patterns alongside factory partners.

Footwear Designer I

(SEP 2014 - MAY 2016) BOSTON, MA

- Lead designer for Converse's largest global retail partner. Played an integral role in transforming its 2M unit business into a 5M unit business within 3 years through consumer-right designs and cross-functional collaboration with sales and marketing teams.

Associate Footwear Designer

(OCT 2012 - SEP 2014) BOSTON, MA

ETW Footwear Designer

(JUL - OCT 2012) BOSTON, MA

SUMMARY

Design & Business Dev.

12+ Years

BASED IN NEW YORK, NY

Results-driven professional with 12+ years of experience in design, business development, marketing, and sales. Committed to achieving revenue targets through a holistic approach to strategic planning, relationship building, and innovative problem-solving.

SKILLS

Design Thinking
Business Development & Strategy
Operations & Project Management
Customer Acquisition & Retention
DTC Management & CRM
B2B Account Relations
Market Research & Analysis
Digital Marketing
Copywriting & Newsletter Creation
Product Dev. & Manufacturing
Pitch Deck Development
Trade Show Experience
Adobe Illustrator
Adobe Photoshop
Adobe InDesign
HTML & CSS
Rhino & SOLIDWORKS
Technical Drawings

EDUCATION

Rhode Island School of Design

BFA Industrial Design

(2008 - 2012) PROVIDENCE, RI