

# Josh Van Orden

## Home Furnishing Executive

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Home furnishings executive, uniquely skilled at capturing major growth by expertly guiding all phases: merchandising, client/vendor relations, customer service, identifying trend, international sourcing, procurements, product development and production management. Demonstrated success maximizing profits for luxury brands, big box/off-price retailers, catalogs and .com/flash sales clients.

### PROFESSIONAL EXPERIENCE

#### **Director of Merchandising** *Concepts, New York/NY* 2020-2022

Trend reporting, factory sourcing, product development services to fit the needs of the clients and grow overall business  
Negotiated price to meet the clients' retail price points  
Directed and developed graphics team on all packaging to meet private label requirements  
Partnered with VP of Sales/Sales team to achieve client specific product collections and needs on a national level  
Assisted the Production Manager and Logistics team to ship client Direct/POE order in a timely/equitable manner

#### **Merchandiser** *E&E Co. LTD/JLA Home, New York/NY* 2018-2019

Curated lifestyle collections thru product developments and sourcing for private labels- 300+ skus in Dec Accessories  
Partnered with buying divisions to ensure products are on trend, and within specific client price points  
Guided management pertaining to market challenges, and presented proactive strategies for business growth  
Travel to China, India and Vietnam, growing existing vendors and onboarding new ones  
Managed agent relations for quality expectations, packing, on time shipments, and meeting USA client regulations  
Partnered with licensee Marquee Brands LLC/Martha Stewart: sourcing/product development for Wall Decor  
Created off-price lighting collections consisting of +200 SKUs for direct China container business  
Reported USA trends for online and physical stores, and sales report analysis to meet sales goals

#### **TJX Account Director** *Concepts, New York/NY* 2017-2018

Global sales/merchandiser for TJX Corporation: decorative gifts, wall decor, kids, mirrors, clocks, frames and pets  
Created re-order program increasing weekly sales by 30% to date

#### **GMM/Assistant Buyer** *Sagarino's/R&G Inc, Boston/MA* 2014-2/2016

Procurement manager, supplier relations, inventory control and visual displays  
Key holder, supervised and managed staff of 6, increasing weekly sales by 20%

#### **VP of Production, Private Label** *ABC's of Décor Inc, Norwood/MA* 2011-2013

Liaison between artist Rodney White, licensee partners and national sales for 137 SKUs collection  
Conceptualized, stylized, standardized and executed all ABC's of Décor private label retail packaging

#### **GMM** *Worldwindows LLC, Framingham/MA* 2008-2011

Launched USA/W.E.Connor affiliated office with 4 direct reports, reducing NY headcount and raising margins by 35%  
Generated \$1M revenue growth by penetrating markets in So. Africa and Turkey, with TJX/HGDS division  
Resolved claims 47% decrease in 2010  
Sourced private label program Palm: Dinnerware, Hostess Sets boxed, with a 92% growth

#### **Account Manager** *Jay Import Company, New York/NY* 2006-2008

Grew TJX/JIC business by 40%, HI catalog business up 55% in 1st year

#### **Senior Account Manager** *Target Sourcing Services/AMC, New York/NY* 1998-2005

Contributed to department growth from \$30M to \$156M over 7 years

### PRODUCT CATEGORIES

Seasonal Trim, Storage, Wall Decor, Decorative Accessories, Frames and Mirrors, Indoor/Outdoor Furniture, Tabletop and Kitchen Housewares, Wine/Spirits and Gourmet Foods

### EDUCATION

Bachelor of Science, Textile Production Management/ Associate, Menswear Design  
Fashion Institute of Technology, New York NY