

China Young

Multi-Category Fashion Accessories Creative Director

Design leadership and technical expertise in developing, launching and expanding accessories lines across price-points in women's, men's and kids' categories.

Design Leadership and Expertise

Designer, national brand, private-label and licensed product design leadership.

Design team and system restructuring and new business start-up experience.

Product development and merchandising including product and retail store launches.

Source and negotiate with Chinese factories and mills with Chinese language fluency.

Selected Career Highlights

Old Navy: Design Director of Accessories

Launched and established Old Navy as a major retailer and brand as member of start-up creative management team. Created iconic Old Navy accessories (men's, women's, kids' and Supply). Grew sales from start-up to \$280 million in four years.

Olivet International: Head of Design, Product, Brand and Retail Development

Opened New York design office for Taiwan-based trading company. Developed strong private label business for clients including: Gap; Old Navy; Victoria's Secret and Pink; Henri Bendel; Tommy Hilfiger; Jessica Simpson; Jeep; Burton; Pottery Barn; Target; K-Mart; Walmart. Designed, merchandised and launched Trips, a Beijing-based luggage concept store. Expanded business to a sustainable \$600 million annually.

Loop: Co-founder and Creative Director

Established successful accessories enterprise featuring licensed, branded and private-label products. Secured Andy Warhol and Disney Couture handbag licenses. Launched two successful sub-brands (Parcel and Loop) with sales annually exceeding \$20 million. Divested company to unsolicited buyer at a strong multiple.

Gap: Vice President of Accessories

Redesigned and repositioned men's and women's accessories and established a core item business as leader in total restructuring of New York design office.

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Professional and Educational Timeline

2011 to present

LeSportsac/Itocho International: Design and Product Development Consultant

Strategize, merchandise and design new luggage and travel accessories to expand LeSportsac luggage internationally. Projected \$100 million sales plan in three years after Spring 2012 launch.

2007 to present

Olivet International: Head of Design, Product Development, Handbag and Luggage

Opened and established New York design studio and showroom to lead and expand new product and business development for Taiwan-based trading company.

Increased private label business by 30% and sustained \$600 million in annual sales.

- Opened design studio and showroom including recruitment of 12 design and sales staff.
- Developed organization infrastructure for all phases of design, development and vendor management.
- Redesigned and repositioned corporate branding from showroom to website.
- Led style, concept and product presentations to corporate president and senior executives.
- Concepted, designed and produced private label handbags and luggage for companies including: American Eagle; Victoria's Secret and Pink; Henri Bendel; Gap; Old Navy; Pottery Barn; Tommy Hilfiger; Jessica Simpson; Jeep; Target; Walmart.
- Created five internal brands (BTL, Revo) that expanded and diversified international sales.
- Designed and launched Trips, a Beijing luggage and travel solution retail concept store.
- Designed and launched Double Dutch Club, a Beijing casual youth fashion retail concept store.
- Secured Dearfoams sleepwear license including: designing and developing product and packaging; sourcing factories and mills; liaising with licensors. Drove \$3 million in launch sales and secured license extension to include umbrellas and cold weather accessories for a 2012/13 product launch.

2005 to 2007

Gap: Vice President of Accessories

Redesigned and repositioned men's and women's accessories and established a core item business as leader in the total restructuring of New York design office. Directly reported to President of Design. Recruited and managed a design team of seven.

- Improved quality and value of full accessories line: bags; shoes; belts; hats; jewelry and cold weather.
- Conceptualized, designed and developed Gap (Product) Red product benefiting Global Fund.
- Led Converse collaboration to establish shoes as a new product category and in-store concept.

Professional and Educational Timeline continues on following page

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Professional and Educational Timeline

Continuing from previous page

2001 to 2005

Loop: Co-founder and Creative Director

Established successful accessories enterprise featuring licensed, branded and private-label products. Secured Andy Warhol and Disney Couture handbag licenses. Launched two successful sub-brands with sales annually exceeding \$20 million. Divested company to unsolicited buyer at a strong multiple.

- Recruited and managed 12 person design and sales organization.
- Developed the Parcel and Loop brands of bags and papergoods.
- Secured and managed relationship with Andy Warhol and Disney Couture handbag licenses.
- Achieved a distribution network of over 200 domestic and international retailers including: Selfridges; Paul Smith; Henri Bendel; Colette Paris; Le Bon Marché; Urban Outfitters.
- Developed private-label handbag programs for: Target; Diesel; Urban Outfitters; Flight 001.

2000 to 2001

Tommy Hilfiger: Design Director of Accessories

Created handbag lines for Hong Kong-based licensee, Dixon Pun, including strategic and design collaboration and approval.

- Worked directly with Tommy Hilfiger throughout design process from concept to merchandising and fixturing on Tommy Hilfiger Collection, Tommy Girl and Tommy Jeans lines.

1995 to 2000

Old Navy: Design Director of Accessories

Launched and established Old Navy as a major retailer and brand as member of start-up creative management team. Created iconic Old Navy accessories (men's, women's, kids' and Supply). Grew sales from start-up to \$280 million in four years.

- Conceptualized a new direction in accessories design by adding value to the following categories: men's and women's flip-flops, cold weather goods, socks, belts, bags and hats; women's jewelry, hair accessories, sunglasses and watches; kids' backpacks; Supply (papergoods, tabletop, gifts, pet accessories, bicycles and holiday items).
- Built and mentored design team responsible for design process from concept through prototyping including packaging design and apparel fit and final approvals.
- Sourced fabric and developed and approved product samples on regular trips to China and India.
- Travelled seasonally to Asia and Europe for trendspotting and competitive shopping.

1993

Otis Parsons School of Design: Bachelors of Fine Art in Fashion Design

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