

# MICHAEL KILADA

NEW YORK • (917) 459-2409

[mk@michaelkilada.com](mailto:mk@michaelkilada.com) • <https://linkedin.com/in/michaelkilada> • <https://kilada.myportfolio.com>

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## SUMMARY

Accomplished design leader with extensive experience in high-end women's fashion, specializing in social occasion, cocktail, eveningwear, bridal, & daytime dresses. Adept at men's & women's sportswear design. Proven ability to create brand-right, commercially successful lines with a keen eye for color, style, fit, & fabric. Renowned for building high-performing teams, mentoring talent, & driving innovation. Skilled in technical design, pattern making, garment construction, draping, & fit. Strong international network of factories, fabric mills, & beading houses. Proficient in Adobe Creative Suite, Microsoft Office, & Procreate. Fluent in Spanish & Arabic

## KEY ACHIEVEMENTS

- Increased internal margins from 65% to 70% through process overhaul
- Drove \$1B+ in retail sales at Ralph Lauren, making Lauren the #1 dress resource
- Exceeded Nordstrom's first-year sales plan by 20%
- Boosted product adoption rate from 18% to 45% by optimizing development
- Sold over 500K units of 3 core styles, exponentially growing volume
- Developed custom bustiers & foundations for dresses ensuring precision in fit

## EXPERIENCE

### LA CONFITURE – LUXURY WOMEN'S SPORTSWEAR (SHANGHAI)

CREATIVE DIRECTOR

Feb 2024 - Present

- Launch a quiet-luxury women's sportswear line for upper-middle-class Asian demographic
  - Develop seasonal sportswear collections with emphasis on style, fit, & fabric
  - Source sustainable, ethically produced materials with no MOQ
  - Design brand assets, including logos, packaging & marketing materials
  - Oversee factory staff remotely, managing fittings & sample development via Zoom/WeChat
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### MICHAELKILADA – LUXURY EVENINGWEAR

COUTURIER

Nov 2020 - Aug 2023

- Designed custom eveningwear & bridal gowns with bespoke corsets, bustiers & foundations
  - Cultivated and managed high-profile clientele. Provided white glove experience from initial consultation to fabric selection, fittings & final delivery
  - Led in-studio & on-location photoshoots for brand campaigns
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### JUMP DESIGN GROUP – SOCIAL OCCASION DRESSES

CREATIVE DIRECTOR

Sep 2018 - Feb 2020

- Appointed as Creative Lead for Executive Leadership Team standardizing fit, construction & development processes for missy daytime & special occasion dresses
  - Directed 15 designers over 5 brands, setting seasonal direction, color & fabric palettes. Presented concepts & lines to upper management & key accounts
  - Increased internal margin from 65% to 70% by setting target FOB/LDP prices & streamlining development. Increased sales by 15%
  - Regularly visited offshore factories to maintain quality standards, aiding in increased adoption rate from 18% to 45%
  - Partnered with division heads to set line plans & optimize workflows.
  - Empowered teams to design cohesive, volume-driven, well-priced quality product. Cultivated open-collaborative environment
  - Managed in-house sampleroom (drapers, seamstresses, cutters)
  - Shopped domestic & European markets
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### **G-III APPAREL GROUP – SOCIAL OCCASION DRESSES**

*VP OF DESIGN & MERCHANDISING*

Nov 2016 - Mar 2018

- Recruited from RL to lead Vince Camuto dress license & contribute to Eliza J dresses
  - Broadened customer base through design of volume driven eveningwear with refined silhouettes & effortless fit
  - Developed exclusive designs for *Pitch Perfect 3*, styled celebrity for Macy's Thanksgiving Day Parade & Time's Square New Year's Eve performance
  - Led collection presentations, worked cross-functionally to optimize merchandising strategies
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### **RALPH LAUREN - DRESSES**

*SENIOR DESIGN DIRECTOR*

Jul 2007 - Nov 2016

- Retained from consulting engagement to lead 15-person team to historic success, driving \$1B+ in retail sales of daytime & special occasion dresses
  - Distilled brand DNA to create powerhouse, age-elastic, iconic matte jersey cocktail dresses & evening gowns. Set color/concept/silhouette rig rooms for seasonal deliveries. Presented to senior management for approval
  - Monitored selling & SWOT weekly. Achieved significant sales growth.
  - Fostered collaborative environment, mentored team members, championed creativity, authenticity & attention to detail. Oversaw in-house atelier. Perfected signature "Lauren Fit" for missy, women's & petit size ranges.
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### **EARLIER EXPERIENCE**

**KELLWOOD / IZOD – WOMEN'S SPORTSWEAR & DENIM** (*SENIOR DESIGNER*)  
**ABERCROMBIE & FITCH – MEN'S WOVEN BOTTOMS** (*SENIOR DESIGNER*)

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### **EDUCATION**

Fashion Institute of Technology, New York. A.A.S. **Patternmaking Technology | Eveningwear**  
SUNY Stony Brook, New York. **Bachelor of Engineering: Mechanical | Music Composition Minor**

### **TECHNICAL SKILLS**

Pattern Making • Draping • Garment Construction • Technical Drawing • Technical Design • Illustration • Garment Fit • Haute Couture • Fabric Development • Product Development • Embellishment Techniques • Adobe Photoshop • Adobe Illustrator • Procreate • Microsoft Office

### **SOFT SKILLS**

Creative Team Leadership • Talent Development • Polished Presentation Skills • Strategic Problem Solving • Vendor Negotiation • Merchandising