

PRIYANKA KALIA

Address 1 | Address 2

Phone | School Email

EDUCATION

DUKE UNIVERSITY, The Fuqua School of Business, Durham, NC

Master of Business Administration, May 2009. GMAT 710.

Health Sector Management Certification, Dual Concentrations in Marketing and Strategy in Progress.

Co-chair of 2008 Marketing Conference. Social Chair for South Asian Business Club. SY Peer Mentor. Admissions Ambassador Volunteer. Management Communication TA. Other Affiliations: General Management Club, Healthcare Club, AWIB.

STATE UNIVERSITY OF NEW YORK, Fashion Institute of Technology (FIT), New York, NY, USA

Associate of Applied Science, Textile/Surface Design, May 2003. Selected for Dean's List for outstanding academic performance.

Graduated Magna Cum Laude. Represented Textile Design Department at International Textile & Apparel Exhibition 2002.

MINISTRY OF TEXTILES, National Institute of Fashion Technology (NIFT), Gandhinagar, Gujarat, India

3-year Graduate Diploma, Fashion Design, May 2000. Member, NIFT Cultural Committee & Inter-College Design Competition Team.

DELHI UNIVERSITY, Gargi College, New Delhi, Delhi, India

1st year Coursework towards B.A. (Hons.) Applied Psychology, May 1997. Ranked 5th in Delhi University.

EXPERIENCE

2005-2007 **MACY'S MERCHANDISING GROUP (MMG), New York, NY**

Associate Designer, Greendog Boys

- Oversaw design & development of Boys' Apparel across 7 product categories from sampling prototypes to bulk placement.
- Successfully integrated product categories for over 400 new stores after May Department Stores acquisition, which resulted in 95% increase in volume of merchandise sold under the Greendog Brand.
- Nominated by superiors and HR to mentor 2 new hires under the Peer Sponsorship Program.
- Received the 'Top Performing Associate' recognition award in 2005.

2003-2005 *Assistant Designer, Greendog Boys*

- Partnered with Product Development Team and overseas vendors to resolve production issues and approved product quality samples during the development process.
- Improved coordination with overseas offices by developing Product Summary Packages with detailed specifications in a format that was could be easily accessed by the Overseas Teams. Led to increased effectiveness in getting pricing quotes from vendors and reduced sampling lead time by 60%.

Summer/ **LIZ CLAIBORNE INC., New York, NY**

Fall 2002 *Intern & Freelancer, Corporate Merchandising*

- Created Competitive Analysis Reports for licensed brands to identify key strengths & weaknesses in merchandise planning
- Designed and implemented a Color Management System to consolidate resources from outside trend/color vendors. Resulted in increased efficiency through cost savings and eliminating duplication of resources.

2000-2001 **AKI DESIGNS, New Delhi, India**

Assistant Manager

- Managed all operations of start-up design house (production schedules, delegating work, and managing payroll).
- Developed a system for tracking expenses and created standardized costing sheets.
- Coordinated the first retail promotion for 7 retail outlets achieving merchandise turnover rate of 80% on the first day.

ADDITIONAL INFORMATION

- Young Women's Division District Leader for Soka Gakkai International-USA, Newport District, NJ – 2004 to 2007
- United Way volunteer and campaign participant – 2003 to 2007
- New York Children's Foundling Hospital volunteer – 2007
- Lincoln Park Tennis Association member– 2005 to 2007
- Traveled to 15 cities in 7 countries – 2003-2007