

# EMILY KELLER

## Portfolio

15 years of experience (international and domestic) in knitwear design, partnerships, operations, and management.

---

### Tailored Industry

New York City, USA

#### A knitwear apparel/tech start-up building proprietary software

Senior Director of Partnerships & Development

4/2024 – Present

- DESIGN - Work with 100+ apparel brands like Calvin Klein, Nike, Kate Spade, and Tommy Hilfiger to design, make, and launch knit styles for women, men, and accessories, and kids. I also design knit styles for our in-house catalog.
- MANAGEMENT - Lead a team of 4 Shima programmers, delegating client requests and timelines to the appropriate team member, contributing up to 9% of total monthly revenue.
- CLIENT RELATIONS - Facilitate developments and production (design, make, and launch products) with brands, contributing to high client satisfaction, resulting in 377% client growth from 2021 to 2024.
- C-SUITE COLLABORATION - Meet cross-functionally with the CEO, COO, and CTO to analyze KPI's, revenue history / forecasting, and budgeting.
- PARTNERSHIP MANAGEMENT - Lead strategic initiatives to cultivate partnerships with key external stakeholders including vendors, clients, and industry partners.
- STRATEGIC PARTNERSHIP GROWTH - Spearhead full-cycle SaaS e-commerce business development efforts to identify, negotiate, and secure partnerships that drive on-demand revenue growth, resulting in 66% growth in on-demand sales (Q2 2024 vs Q2 2023)

Director of Technical Operations

8/2020 – 4/2024

- OPERATIONS - Co-lead a production team of 16 speaking 3 languages (English, Spanish, Mandarin), through all processes, ensuring seamless coordination and execution, contributing to increasing revenue 114% from 2020 to 2024.
  - CONTENT - Created content for social media by scripting, filming and editing videos
  - DIGITAL OPTIMIZATION - Contribute through strategic planning of proprietary software, as an internal stakeholder, to optimize development and production IRL
  - COLLABORATION - Foster cross-functional collaboration and alignment across departments to support partnership initiatives and ensure seamless integration.
- 

Helmut Lang, Spencer Vladimir, Knit Resort

New York City, USA

Freelance Knitwear Designer

4/2020-11/2020

- Consult with knitwear brands and departments on sourcing manufacturers and yarns, design development, tech packs, specs, grading, sampling, pricing, and production.

Emily Keller

Shanghai, China / New York City, USA

CEO / Owner

1/2014 – 4/2020

- Created a locally designed and manufactured Shanghai knitwear fashion brand, focusing on reversible knitwear, that received recognition by young Chinese consumers.
- Altered perceptions of what knitwear is by developing unique, reversible stitch structures that challenge traditional knitwear assumptions.
- Executed design development, sourcing, tech packs, fittings, production, photo shoots, runway shows, videos, media, press, sales, distribution, and bookkeeping.

Duffy / DZ Group

Shanghai, China

Knitwear Designer

11/2011 – 11/2014

- Improved the speed, quality, and complexity of knitwear development, resulting in reduced sampling time and financial savings by providing clear communication between knitwear designers and technicians.

Stoll

Shanghai, China

Assistant Knitwear Designer

4/2011 – 10/2011

- Assisted with the China F/W 12/13 Trend Collection: inspiration research, design development, Stoll M1, full garments, and collection presentation at SpinExpo & ShanghaiTex.

Jacques Moret

New York City, USA

Assistant Knitwear Designer + Colorist

6/2009 – 4/2011

646-918-4110

[keller.emilym@gmail.com](mailto:keller.emilym@gmail.com)

[LinkedIn](#)

---

### SKILLS

Apollo, Pipedrive, Stripe, Leadership, Account Management, Communication, Stakeholder engagement, Critical thinker, Analytical thinker, Operations Management, Problem-solver, Results-driven, Ambiguity, Start-Up Culture

#### • Computer:

working knowledge of HTML, CSS, Javascript

Adobe Photoshop, [Illustrator](#), InDesign, NedGraphics, Premiere Pro, Shima Seiki Wholegarment software, Centric Product Lifecycle Management (PLM) software

#### • Languages:

English (native), basic speaking of Mandarin Chinese, Italian & Spanish

---

### EDUCATION

#### Fashion Institute of Technology New York City, USA

BFA Fashion Design Knitwear  
May 2009

AAS Fashion Design  
May 2007

#### Politecnico di Milano Milan, Italy

Study Abroad in Knitwear  
August 2007 – June 2008

---

### HONORS

- BFA Runway Show Chosen Participant 2009
  - Critic Award Winner 2007 (Awarded by Sully Bonnelly, then Creative Director of O Oscar of Oscar De La Renta)
  - Magna Cum Laude 3.9 GPA
  - Dean's List
- 

### HOBBIES

- West Coast Swing Dance
- Yoga
- Fashion / style