

DEBORAH SZTEJNBERG
deborah.sztejnberg@austin.utexas.edu
(917) 566-9880

PROFESSIONAL STATEMENT

Passionate fashion study and career educator with 15 years of industry experience. Desire to help students recognize the connection between learning, experience, and career development. Strong communicator who can clearly and confidently lecture students in a classroom or auditorium setting. Committed to connecting students' academics to professional fashion careers. Outgoing, energetic, and motivating personality to encourage students to participate in in-class discussions and to help them learn the value of group work. Team player who is committed to contributing to departmental objectives to create an optimal experience for both students and faculty.

PROFESSIONAL EXPERIENCE

THE UNIVERSITY OF TEXAS AT AUSTIN

Austin, TX

Assistant Professor of Practice

2019-Present

Teach career development and textiles and apparel industry courses to Merchandising and Consumer Science students

- Develop, evaluate and revise course materials and assess student learning outcomes
- Engage in professional development activities/trainings to maintain current knowledge of higher education and employment and industry trends
- Provide a learning environment that supports student success

Director of Internship Placement

2019-Present

Advise undergraduate fashion merchandise students on securing internship opportunities and network and collaborate with external businesses

- Develop collaborative relationships with faculty, alumni, and industry professionals to provide business seminars focusing on the apparel and textile industry
- Network and build corporate relationships to support student and internship programs
- Evaluate students' abilities, interests, and personality characteristics in order to provide professional counseling and internship placement support
- Track and manage alumni and final job placement of Merchandising and Consumer Science seniors

Lecturer, Fashion Design

Spring 2018

- Designed and taught undergraduate textile and apparel student on ready-to-wear clothing and sewn products with emphasis on product quality, construction, manufacturing, cost, and apparel terminology.

BALLET AUSTIN GUILD

Austin, TX

Vice President of Merchandising

2017-2018

Manage team sourcing, purchasing, and tracking of all Ballet Austin Guild merchandise

- Reorganized department through recruiting of 8 additional volunteers, resulting in increased sales of 20%
- Controlled all merchandise inventory, placed re-orders and arranged for returns and credit for damage goods
- Staff and communicated with all Merchandise Committee, ensure all stay on task with their assigned jobs

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PROMOWORKS, L.L.C.

Austin, TX & NY/CT Area

Austin, TX & NY/CT Regional District Coordinator

2009-2013

Managed districts, new agent orientations, communication, bookings, execution, recruiting and maintaining of 20+-strong agent base, and completion of reports, expense control and implementation of marketing programs.

- Developed and expanded PromoWorks' regional client base in Austin and So. CT/New York counties
- Improved agent hiring process and local agent recruiting by 100% by expanding marketing methods
- Managed marketing events to ensure smooth roll-out and operation

OSCAR by OSCAR DE LA RENTA

New York, NY

Fabric Research & Design Manager

1997-2001

Researched and developed fabrics in coordination with creative and production teams for Oscar bridge line.

- Negotiated fabric pricing in order to maintain competitive pricing in bridge line market
- Oversaw all production schedules for quality and timely delivery of sample and bulk yardage
- Traveled internationally to sourced new product vendors based on fashion trends

CALVIN KLEIN, INC.

New York, NY

Piece Good Manager, cK Division

1994-1997

Worked closely with designers and production in researching, developing and purchasing all woven fabrics.

- Negotiated terms and purchase all sample and bulk fabrics
- Researched and communicated all development/ fabric programs to vendors and CK licensees
- Negotiated terms and purchase all sample and bulk fabrics

LIZ CLAIBORNE, INC.

New York, NY

Corporate Piece Goods Coordinator

1993-1994

Managed ordering and maintaining of all Claiborne Men's, Men's Furnishing and Crazy Horse fabrics

- Coordinated purchases with Textile, Color and Merchandising departments
- Generated fabric status reports, distributed throughout the company, assessing ownership of piece goods

POLO RALPH LAUREN CORPORATION

New York, NY

International Licensing Product Coordinator

1990-1993

Ensured that licensees from Europe, Asia and Latin America met Polo's U.S. standards and image

- Acted as liaison between worldwide licensees and different department throughout Polo
- Managed production process for all fabrics, colors and trim with specking final garments

R.H. MACY & CO.

Palm Beach, FL

Department Manager

1988-1990

Supervised sales associate staff and support personnel responsible for all sales, operations and marketing.

- Communicated with buyers concerning vendor assortments, merchandising mix and stock level
- Analyzed business activity each week and evaluated all sales associates on a monthly basis

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AFFILIATION EXPERIENCE

FGI - FASHION GROUP INTERNATIONAL	2020 - Present
ITAA - INTERNATIONAL TEXTILE & APPAREL ASSOCIATION	2020 - Present
NASPA – STUDENT AFFAIRS ADMIN in HIGHER EDUCATION	2019 - Present
NACE - NATIONAL ASSOC. of COLLEGE & EMPLOYERS	2018 - Present
NCDA – NATIONAL CAREER DEVELOPMENT ASSOCIATION	2018 - Present

EDUCATION

ST. EDWARD’S UNIVERSITY	Austin, TX
MA in College Student Development (GPA: 4.00/4.00)	
STEPHENS COLLEGE	Columbia, MO
BA in Fashion Merchandising with concentration in Business Administration.	
LONDON COLLEGE OF FASHION	London, England
Program in Fashion Merchandising, Design and Textiles.	