

# PATRICK A. MCCARTHY

740 St. Andrews Lane, Unit # 20  
Crystal Lake, IL 60014

Phone: (815) 455-0657  
Cell Phone: (815) 793-2945  
E-mail: paup1@bikerider.com

## OBJECTIVE:

To advance and implement my passion, knowledge, and skills in fashion combined with my previous successful business experience into a proactive and exciting career within the fashion industry.

## EDUCATION:

BFA, Fashion Design, (2008), The Illinois Institute of Art, Chicago, IL  
BA, Finance (1984), Loyola University, Chicago IL

## QUALIFICATIONS:

- Capable to develop and manage profitable accounts
- Very effective in maintaining excellent customer relations
- Executed the full fashion design process from the concept to final marketed product

## WORK EXPERIENCE AND ACCOMPLISHMENTS:

### FASHION DESIGN:

- Developed a clothing line from concept to finished sample
- Created custom fashion visual materials through the use of Photoshop, Illustrator, and U4ia
- Utilized pattern making software such as Gerber to design technical patterns
- Applied operational software such as PDM and SAP for order processing

### CUSTOMER RELATIONS:

- Oversaw deadlines, artwork, and proper distribution of the finished product
- In charge of closing out major work orders
- Guaranteed customer satisfaction at the conclusion of every order

### SALES:

- Responsible for selling stock and custom maps to event planners and promotional companies such as Jack Nadel and Professional Marketing Services, Inc.
- Developed profitable key accounts selling home fashion rugs to major retailers that included K-Mart and True Value Hardware Stores for over three years
- Initiated new accounts through cold calling and prospecting
- Consistently led sales teams in generating revenue

### MARKETING

- Produced full sales and marketing programs
- Advised clients in their marketing strategies in order for them to optimize their sales goals
- Increased market share by 40% for a computerized mileage system
- Coordinated the sales, credit, delivery and installation of POS Systems for all McDonald's stores within the United States.
- Managed the efficiency and effectiveness of product delivery and installation for each POS System Order.
- Responsible for implementing information into computer databases and Processing Invoicing of all system installations.

- Maintained smooth flow of order process beginning with the order entry thru ending with customer's total satisfaction following system installation.
- Resolved as many as 20-25 issues per day through the telephone.
- Led sales teams in generating revenue
- Utilized MS Office Suite software such as MS Word, Excel, and PowerPoint

### **EMPLOYMENT HISTORY:**

Scarlett designs: fashion design intern, (September, 2007 – December, 2007), Chicago, IL  
 THE MAP GROUP: Inside Sales Representative, (March, 2004 – May, 2007), Evanston, IL  
 PANASONIC: Marketing Coordinator, (May, 2001- October, 2003), Elgin, IL  
 FELLOWS PLACEMENT: Customer Service Representative, (1999- April, 2001), Fellows Placement, Buffalo, Grove, IL  
 JAMA (Journal of the American Medical Association): Editorial Assistant, (1994-1998), Chicago, IL  
 NORTHWEST HERALD: Inside Sales/Customer Service Representative, (1992-1994), Northwest Herald, Crystal Lake, IL  
 RAND MCNALLY & COMPANY: Inside Sales Representative, (1987-1991), Skokie, IL  
 P & M RUGS: Owner Operator, (1984-1987), P & M Rugs, Crystal Lake, IL

### **ORGANIZATIONS AND ASSOCIATIONS:**

Chicago Fashion Foundation, Chicago, IL  
 Illinois Apparel Industry Board, Chicago, IL