

Darius Jankauskas

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Sales and business development manager with 15 years' experience leading teams to growth.
A&D, contract sales, global wholesale distribution, process improvement, R&D, licensing & strategic partnerships.
Textiles – Contract Furniture – Lighting – Accessories

SANDERSON DESIGN GROUP, PLC t/a ZOFFANY | www.zoffany.com |

New York July 2020 – Current

Contract Sales Manager, Americas

International luxury interior furnishings company that designs, manufactures, and markets wallpapers and fabrics together with a range of ancillary interior products. Consumer brands: Archive, Sanderson, Morris & Co, Zoffany, Scion, Harlequin, and Clarke & Clarke. Manufacturing: Ansley Wallpaper and Standfast and Barracks.

- Responsible for overall performance of the Contract Division and new business development in N.A. & LATAM
- Sales strategy, goals, incentive plans and new product training in home and partner territories
- Client relationship management with A&D specifiers and key account development
- Custom transfer print, VE, and Vinyl II program and sales tools development and implementation, global reach
- Full P/L responsibility, project management, vendor (internal & external) management and contact negotiations.

JONATHAN ADLER ENT, LLC | www.jonathanadler.com |

New York April 2017 – November 2019

Director of Contract, Hospitality, Licensing and Corporate Gift Sales

Interior Designer with multiple stores, specializing in modern home decor, accessories and gifts

- Responsible for overall performance of Hospitality division and new business development
- Managed relations with A&D specifiers, agents & distributors; oversaw all RFQs, sales orders and product training
- Partnered with cross team leaders in product development, planning, and merchandising
- Collaborated with creative team on creating visual marketing materials and presentations
- Revenue management, Cashflow, P/L, budget, KPI, forecasting, planning and strategy
- Sourcing, vendor relations, purchasing, contract negotiations, chain supply & logistics
- Projects: Nomad LA + LV, Artus K11 HK, MTV, Fab Fit Fun (500k unit License + Off-price), Russia Exclusive
- Key Acc: Amex, JP Morgan, Viacom, Graybar, Viking Cruises, Marriott, Saks 5th Av., NM, We Work

KARTELL | www.kartell.com | New York

July 2015 – April 2016

Sales and Operations Manager, US Stores

Leading Italian design company specializing in furniture, lighting and home accessories:

- Managed all activity directly related to flagship retail stores in NY and Miami, rev. \$2.5mln
- Oversaw East Coast dealer and partner stores network, product training and marketing
- Supported Managing Director with wholesale, key accounts, and contract projects
- Audited warehousing, logistics and 3PL platform to streamline shipping processes
- Managed sales using MAS system, EDI; reporting, forecasting, inventory planning, P/L
- Projects: Equinox Clubs + Hotel, L'Oréal, Google, Bloomberg; Fancy.com & Parsons partnerships

BARONCELLI | www.baroncelli.com | New York

September 2013 - June 2015

Head of Sales North America

Lighting design company with contemporary decorative lighting collection and bespoke works:

- Responsible for sales and operations of Baroncelli subsidiary in the US, revenue \$1mln.
- Managed the showroom at D&D Bldg., with one member of a team assisting in sales
- Improved client retention through enhanced follow up procedures, product presentation, visual merchandising, digital trade marketing integration, showroom events
- Increased revenue by 27% in 1st year and projected increase of 76% for 2nd year

BRUNO TRIPLET | www.brunotriplet.com | London - Zürich - New York

March 2003 – May 2013

VP of Sales Operations / Managing Director

September 2006 – May 2013

Sales and Operations Manager

March 2003 – September 2006

Interior textile design company, wallcovering, soft furnishing and furniture:

- Responsible for global sales and operations management, revenue \$4mln.
- Increased revenue from \$300k. to \$4mln, average of 20% year on year growth
- Managed a team 25 people in sales, finance, HR, marketing, production, and shipping
- Opened showrooms in London, Zurich, NY; set up global wholesale distribution network
- Lead vendor relations: credit terms, price negotiation, production planning, ex-factory
- Oversaw product development, planning, purchasing, quality control and sampling
- Implemented ERP and CRM software, cloud, website and e-commerce
- Projects: Cartier (220 stores), Channel, Baccarat Hotel NY, 1 Hyde Park, KAPSARK SA, Four Seasons

BA, Business Management - University of Westminster, London, United Kingdom

2002 - 2006

Mechanical Engineering - University of Technology, Kaunas, Lithuania

2000 - 2001

Languages - Lithuanian (Native) - English (Fluent) – Russian (Fluent) – German (Basic) – French (Basic)