




MARTHA DUQUE

CONTACT

 NEWPORT BEACH, CA

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EDUCATION

B.A. IN INTERIOR DESIGN 12/19
Interior Designer's Institute – 4.0 GPA
Newport Beach, CA, USA 2013-2019

MASTER'S IN PRODUCT DESIGN
Elisava (Universitat Pompeu Fabra)
Barcelona, Spain 2006-2007

MBA
INSEAD
Fontainebleau, France, 1994
Ranked #3 global MBA in 2019 by the
Financial Times after Stanford & Harvard

B.S. IN INDUSTRIAL ENGINEERING
Lehigh University,
Bethlehem, PA, USA 1991

LANGUAGES

Spanish (native fluency)

English (native fluency)

German (fluent)

Catalan (fluent)

French (intermediate)

Portuguese (basic)

Interior Designer / Industrial Engineer / MBA

Professional Objective: commercial interior design

PROFESSIONAL PROFILE

Recent graduate in Interior Design looking for Junior or Intermediate Designer position with advancement opportunities. Highly professional, creative and innovative. Strong problem-solving skills, experienced in client presentations and very detail oriented. Proven ability to manage large scale international projects. Seasoned cross functional manager leading collaborative teams from concept through development and implementation under tight deadlines and under budget.

EMPLOYMENT HISTORY

PD&A | Intern

San Clemente, CA 10/2019 – 12/2019

Worked on hospitality projects for Marriott and Hilton properties. Prepared client proposal packages, developed budgets, created furniture specs, selected FF&E, reorganized entire product library, interfaced with vendors.

Duque Designs LLC | Founder

Newport Beach, CA 06/2014 - present

Acted as designer and contractor for \$400K contemporary/transitional residential remodel project. Completed project under budget and ahead of time. Worked on a smaller residential projects while attending college.

Hewlett-Packard | Marketing Strategy for Large Format Printers

Barcelona, Spain 03/2008 – 04/2009

Defined and implemented product portfolio strategy, product marketing, and go-to-market strategy for plotters/signage printers, a \$1 bill. business.

Istituto Europeo di Design | Adjunct Professor

Barcelona, Spain 10/2007

Professor for the Master's in Design Management program.

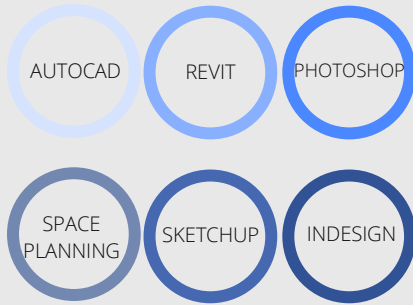
Tech Data Corporation

Munich, Germany & Clearwater, FL 01/1996 - 11/2007

2nd largest IT distributor in the world with revenues of \$36+ bill/yr.

Held 5 different positions during tenure:

DESIGN SKILLS



AWARDS

IIDA/Interior Architects
Diversity in Design Scholarship
Honorable Mention

Best in Class Awards at IDI for:

- Senior Project (Health & Wellness)
- Commercial Design (Restaurant)
- Environmental Design (Townhome)
- Healthcare (Mental Health Facility)
- Design Thinking (Museum)
- Residential Design (Loft)
- Lighting

ALPHA PI MU
Industrial Engineering Honor Society

TAU BETA PI
National Engineering Honor Society

TRAITS

INNOVATIVE

DIVERSE

RESOURCEFUL PROBLEM SOLVER

DETAILED ORIENTED

ENTREPRENEURIAL

MEMBERSHIPS



EMPLOYMENT HISTORY (CONTINUED)

• *Director of Worldwide Process Harmonization* *Munich, Germany*

Developed standardized methodology for the harmonization of global business processes by leveraging best-practices across 3 continents.

• *Director of Change Management* *Munich, Germany*

Managed Change for a \$150 million global SAP R3 implementation with 5000 users in 19 countries. Managed a \$5 mill. annual budget and team of 25 staff/consultants. Harmonized processes for 25 countries involving 300 senior managers. Ran Training & Communications.

• *Director of Business Development Americas* *Clearwater, FL, USA*

Led cross functional teams in the development and implementation of innovative products and services from inception to launch. Implemented e-commerce b2b procurement tools, financial programs, hardware leasing programs, maintenance, and helpdesk services.

• *Regional Coordinator for Southern Europe and Latin America* *Munich, Germany*

Reported to the Executive Board of Computer2000, a \$6.5 Billion USD German company. Monitored and assessed risk of business-critical projects in Europe and LatAm (15 countries and 4000+employees).

• *Aide to the Executive Board for Logistics and Information Systems* *Munich, Germany*

Supervised large scale European Logistics and Information Systems projects geared towards creating efficiencies and cost savings.

Assmann Electronics | Process improvement consultant *Lüdenscheid, Germany 03/1995-12/1995*

IBM | Total Quality Management (TQM) Specialist *Bogotá, Colombia 03/1993-12/1993*

Developed the service quality strategy and reengineered the Customer Satisfaction Process in order to exceed customer satisfaction index goals.

Bell Atlantic NSI Inc. | Software Developer *Philadelphia, PA 02/1991-01/1993*

Developed GUI sales front end system linking mainframe systems to increase efficiency in the order taking process for telecom products.



Brad Smith
Former Principal
Taylor Design

Contact info upon request



Richard Thompson
Interior Designer
Source/IDI Professor

Contact info upon request



Karen Struck
Co-owner
PD&A

Contact info upon request