

# KEVIN SHULTIS

defining needs | designing solutions | building trust

Senior Industrial Designer with a background in consumer products, furniture making, and the development of fixture systems for retail, hospitality, and workspace markets. I have a passion and curiosity for communicating with clients and teams, empowering them to understand their needs, partnering with them to develop solutions, and most importantly, a passion for building trust.

## **B+N Industries | Director of Industrial Design    New York, NY: Jan 2019 to Present**

Currently manage, mentor, and motivate a small but nimble 4-member team of Industrial Designers in delivering a high-volume portfolio of industrial design work for clients throughout the country—in addition to serving as the design leader for the firm's top revenue-generating account, Bank of America. Regularly meet with client leaders to ideate/discuss new marketing and service concepts aimed at improving customer experience and enhancing their corporate brand value, awareness, and differentiation. Manage end-to-end design projects from initial requirements gathering and prototyping to final production, quality control, and delivery. Routinely devise creative solutions to complex design/manufacturing challenges. Additionally serve on the firm's leadership team, assisting with company-wide fiscal governance, visioning, and culture-building efforts.

## **B+N Industries | Industrial Designer    New York, NY: Dec 2004 to Jan 2019**

Recruited back to the firm to design in-store environments and fixture systems for multiple nationally-recognized brands and retailers. Handled a mix of both project management and customer-facing responsibilities, including translating concepts into Solidworks while managing an array of pivotal factory, supplier, and contract manufacturing relationships. Assigned to establish the New York office for B+N in 2005 and enhance the firm's presence on the East Coast. Worked with a premier client list that included DWR, Bank of America, Apple, Macy's, Google, T-Mobile, Under Armour, Rag+Bone, and W Hotels.

## **LOOK | Fixture Designer    New York, NY: Apr 2003 to Dec 2004**

Specialized in the development of systems for window, retail store, and kiosk displays—collaborating with a network of Rust Belt manufacturing facilities. Additionally shifted the company from relying on vendors to manage cad packages to using Solidworks in house. Established a best practices workflow to create a library of CAD models that allowed the company to scale production and win more business with greater margins

## **B+N Industries | Industrial Design Contractor    San Carlos, CA: Jan 2001 to Aug 2002**

Initially hired to design products for the B+N store fixture line. Interacted with a network of both domestic and off-shore manufacturing relationships and served as the primary liaison between sales, client stakeholders, and production teams to ensure projects met client brand standards/requirements.

*Additional early-career roles held include Project Designer at Alu Systems (store fixtures) and Enos (wood/metal furniture), as well as Consumer Product Designer at Team Machina (mechanical/electrical toys); further details available on request*

## **Education & Additional Information**

Bachelor of Industrial Design | Syracuse University (Cum Laude Graduate)

Member, Industrial Design Society of America (IDSA)

Avid runner & marathon competitor; part time robot builder

Solidworks & PDM Vault, KeyShot, Revit, Adobe Creative Cloud (Photoshop, Illustrator, InDesign. Premier)

Design Team Hiring & Leadership  
Branding & Experience Design  
Staff Mentoring & Development  
Product Development & Innovation  
Sales Presentations & Proposals

Customer Requirements Gathering  
Design Empathy / Customer Advocacy  
Project Scoping, Costing & Budgeting  
Design for Manufacturing (DFM)  
Usability & Accessibility

Voice of the Customer (VoC)  
Prototyping & Model Building  
Hand Sketching, Rendering, Animations &  
Manufacturing Drawings  
Production Team Collaboration

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