



TANYA WEDDEMIRE

**DISTRICT DESIGN
MANAGER**

**ETHAN ALLEN
INTERIORS INC.
NEW JERSEY**

Tanya Weddemire is a passionate and accomplished Luxury Retail Executive with a unique brand background. She possesses strong analytical and conceptual thinking with a proven track record for driving sales results. She is dedicated to building and retaining a dynamic diverse team with exceptional people development skills.

At age 18, right out of high school she began working in the fashion industry for Mary McFadden Couture in New York City. It was on this path that she developed her sense of style and her love for wearing all black. Tanya was their youngest Account Executive at age 21, supporting accounts such as Saks Fifth Avenue, Neiman Marcus and Bergdorf Goodman.

While working in the fashion industry Tanya had the opportunity to be mentored by Murphy Lewis, who helped her develop strong lasting relationships, master the art of leadership and become the businesswoman she is today. Although Tanya enjoyed working in fashion, she wanted to further her education, so she relocated to Philadelphia to raise her two children and enrolled at Philadelphia University and majored in Graphic Design where she received a Bachelor's Degree and was placed on the Dean's List for Design.

During her college years Tanya also developed a passion for real estate and reconstructed over two dozen properties. It was at this time that she began staging homes with her partner and realized her creative interior design eye.

Tanya went on to work for Pottery Barn, a subsidiary of Williams Sonoma as an Interior Designer for five years where she would write over \$1.5 million in business each year. She was later recruited by Natuzzi Italia to relaunch their Northeast stores and oversee a budget of \$5 million. Tanya was once again recruited by her current employer Ethan Allen to oversee their New Jersey District with a team of 26 and a budget of \$12 million and has successfully coached her team to profitability with her strong business acumen.

Tanya is a dynamic and charismatic leader whose keen sense of emotional intelligence has enabled her to lead and develop businesses, coach her teams to success and do so all while showing empathy and embracing the concept of DRIZZLE THE HONEY, a tactic she uses to deliver feedback to her team, where she gives them the unfavorable feedback first, then concludes with good, like a drizzle of honey.