

The Business of Furniture | August 25, 2021

BoF

S.P. RICHARDS CO.

SPR:

Not just Wholesale, the Whole Package

“Not only is diversity recruitment the right thing to do, it is the smart thing to do.”

-Stephen Viscusi

Our recruiters are expert in identifying top talent in the market. TVG will find the best people to grow your business and then back up the hire with our **two-year free replacement guarantee.**



Stephen Viscusi



THE VISCUSI GROUP
excellence in executive search®

212.979.5700 www.viscusigroup.com
1185 Avenue of The Americas, New York, NY 10036



Suzanne Tron

“I am honored to be recognized with this promotion and to be joining the partners in the continued success of our firm,” Starr said. “It is incredibly rewarding to work with talented and energetic colleagues, and to be part of our continued growth. I am proud of the amazing projects we are fortunate to work on and look forward to many more achievements.”

CAREERS

Marco Oppici Joins NELSON Worldwide As Retail Design Leader of New York City Office

➊ Multidisciplinary designer Marco Oppici has joined the architecture and design firm NELSON Worldwide as retail design leader. Based in New York City, Oppici brings a strong expertise in experiential design from high-end residential, retail and hospitality, to visual arts and furniture design. For more than a decade, he held a position with Saks Fifth Avenue/HBC Corporation as vice president of store design and creative director.



Oppici

“It is with great pleasure that we welcome Marco to the NELSON Worldwide team,” said Chairman and Chief Executive Officer John “Ozzie” Nelson, Jr. “The retail landscape is an industry that continues to evolve, and we are confident that Marco’s global design approach will move the dial forward in our firm’s growing retail practice.”

Born and raised in Milan, Italy, Oppici developed a personal style that combines New

World-forward thinking with a European mindset and an acute passion for the arts. Regarded as being highly creative with the ability to effectively communicate design objectives, he is detail-oriented and approaches each project with a comprehension of the larger picture.

“I could not be more excited to join a team that is driven by the challenges and opportunities that the ever-evolving retail industry presents,” Oppici said. “As retail design leader, I strive to create an impact through the diversification of trends and the incorporation of organic, more inclusive design.”

Oppici pushes the agenda forward for experiential retail design — pulling in many cross-market influences from his experiences working with high-end hospitality and residential projects. As a strong proponent of inclusive design, he values concepts that support welcoming diverse and open-minded environments.

Oppici has proven to be a valuable and highly successful retail leader — taking ownership of projects and creating captivating environmental spaces that focus on the user experience while elevating the brand.

CAREERS

OttLite Technologies Hires Cliff Grendahl as National Account Manager

➊ OttLite Technologies, known for its healthy lighting solutions has hired Cliff Grendahl as national account manager in its commercial division. He has an extensive background in lighting and contract furniture and will represent contract furniture dealers and A&D firms throughout the United States.



Grendahl

Grendahl will be focusing on OttLite’s Wellness Series line of lamps that reduces eye strain and glare and OttLite’s new Sanitizing desk lamp line. With patented technology only available from OttLite in a desk lamp, the Sanitizing line is designed to kill bacteria while you work.

“I’ve been intrigued by OttLite’s innovative health and wellness approach for years and know that it is the perfect time to bring wellness into the workplace through lighting — especially with the revolutionary new sanitizing line and today’s focus on germs and keeping the workplace clean and safe,” Grendahl said.

EXPANSION

Versteel Announces Additions to Its Sales Force

➋ Versteel announced the addition of two new firms to its independent sales force: Aligned in California and Cooper & Co in Texas.

Fostering a strong sense of community and partnership, these two companies now represent the Versteel brand and product portfolio in their surrounding regions.

Aligned, led by Principals Mark McGregor and Gavin McGregor, strategically partners with design-forward manufacturers. With a shared customer-first vision, it now provides services for Versteel in Northern California, Northern Nevada and Hawaii.

Commenting on the new partnership, McGregor said, “At Aligned Reps, we seek to ‘align’ ourselves with manufacturers that, (1) provide a compelling value proposition to the market and