BEAUTY’S MOST POWERFUL WOMEN

LUCK MAY BE A LADY, BUT IT’S SHEER TALENT THAT HAS PROPELLED THESE WOMEN TO THE TOP. HERE, FROM THE C-SUITE TITANS TO THE CREATIVE GENIUSES, WWD BEAUTY INC PRESENTS OUR DEFINITIVE GUIDE TO THE MOST POWERFUL WOMEN IN THE U.S. BEAUTY INDUSTRY, LISTED ALPHABETICALLY.
JEN ATKIN  
Hairstylist
With a client list that includes J.Lo, Gwen Stefani, Katy Perry and the Kardashians, this celebrity hairstylist defines the term trendsetter—literally. With the launch of her recent blog, Mane Addicts, Atkin is now bringing her all-star style to the masses.

PAMELA BAXTER  
President and Chief Executive Officer  
LVHM PERFUMES & COSMETICS AND CHRISTIAN DIOR COUTURE
A veteran of the Estée Lauder Cos., Baxter breathed new life into Dior’s beauty business, creating an innovative model for luxury brands in the market and expanding her footprint in both fashion and beauty in the process.

MARLA MALCOLM BECK  
Cofounder and Chief Executive Officer  
BLUEMERCURY INC.  
This Harvard grad decided to put her passion for beauty products to work: over the last 15 years, she transformed Bluemercury from a single store in Washington, D.C., into a 50-unit chain that epitomizes niche beauty retailing. Macy’s Inc. was so impressed they just bought it for $210 million—in cash.

LESLIE BLODGETT  
Executive Chairman  
BARE ESSENTUALS
She’s back! After selling Bare Escentuals to Shiseido and taking a two-year hiatus from the brand, Blodgett has reinvented her role, both within the company and outside it. Not only is she beauty’s most successful sounding board, she’s also placed herself at the epicenter of where Silicon Valley meets indie beauty and beyond.

THIA BREEN  
Group President, North America  
THE ESTÉE LAUDER COS.
The straight-talking, no-nonsense Breen has parlayed her retail roots into razor-sharp oversight of the North American market, which accounts for more than a third of Lauder’s $10 billion-plus in annual sales. Her impact on the U.S. market has only increased with her recent appointment as chair of the Personal Care Products Council.

BOBBI BROWN  
Founder and Chief Creative Officer  
BOBBI BROWN  
Editor-in-Chief  
YAHOO BEAUTY
Pretty Powerful is not just her signature product platform. It’s also the perfect descriptor for Brown’s ever-growing influence in beauty, which now includes her product line, a video recording studio, a library shelf of books and her role as editor-in-chief of Yahoo’s beauty channel.

SHANNON CURTIN  
Group Vice President and General Merchandise Manager, Beauty and Personal Care  
WALGREENS BOOTS ALLIANCE
The numbers tell the story: Curtin and her team oversee beauty in 8,229 stores as well as 26,000 beauty advisers. But that’s not all. Curtin—who got her start at Wal-Mart—most recently oversaw the launch of the Boots product portfolio in the U.S. and the publication of a consumer-oriented beauty magazine.

CHRISTINE DAGOUSSET  
Global President, Fragrance and Beauté  
CHANEL
First the U.S., now the world. Dagousset solidified Chanel’s leading position in luxury beauty Stateside and is now heading up operations globally. Her secret: modernizing the codes of the house with spot-on launches and marketing campaigns while simultaneously reinforcing its historical relevance.

MARY DILLON  
Chief Executive Officer  
ULTA BEAUTY
With one of the most diverse backgrounds in beauty—she was previously CEO of U.S. Cellular—Dillon has continued to drive Ulta to unprecedented heights, completing the company’s most ambitious store opening program in its history to bring its total to 765 by year-end 2014.

KAREN FONDU  
President  
L’ORÉAL PARIS
A 30-plus-year L’Oréal veteran, Fondu established her brand’s positioning as a leader across categories with a series of blockbuster launches and a first-to-market approach when it comes to embracing new and emerging technologies.
MAREN GIULIANO  
**Executive Global Whole Body Coordinator**  
**WHOLE FOODS MARKET**  
As the person who oversees the entire personal care operation of Whole Foods on a global basis, Giuliano sets the green standard in the natural products arena. Charged with reinventing the retailer’s approach to beauty, Giuliano has seen sales blossom.

MURIEL GONZALEZ  
**Executive Vice President, Omni General Merchandise Manager, Cosmetics, Fragrances and Shoes**  
**MACY’S INC.**  
Saks, Bloomingdale’s, Bergdorf’s, Lauder and now Macy’s, Gonzalez’s experience spans the industry. Now she’s overseeing the entire beauty universe of Macy’s, both online and off, and the power of her pen is unrivaled.

ANN GOTTLIEB  
**Founder**  
**ANN GOTTLIEB ASSOCIATES**  
From fine fragrances to fabric care and everything in between, Gottlieb is the nose-to-know big brands call when they want to create a best-selling scent.

KAREN GRANT  
**Senior Global Beauty Industry Analyst**  
**THE NPD GROUP INC.**  
The go-to resource for quantitative and qualitative analysis of the prestige beauty industry, Grant has developed a sixth sense for what sells—and what sits on shelves. Ceo’s have her on speed dial.

LYNNE GREENE  
**Group President**  
**THE ESTÉE LAUDER COS.**  
Greene’s ability to recognize and capitalize on white space in the market helped propel Clinique to a top spot in the prestige market and the executive to a leading position at Lauder, where she oversees five brands.

MINDY GROSSMAN  
**Chief Executive Officer and Director**  
**HSN INC.**  
A retail veteran with stints at Ralph Lauren and Nike, Grossman has brought her trademark sense of style and smarts to HSN with an innovative omnichannel approach that has attracted some of the biggest names in beauty.

CAROL HAMILTON  
**President**  
**L’ORÉAL LUXE U.S.A.**  
Hamilton may have spent 24 years in the mass market, but her deep understanding of the dynamics of selective distribution has helped L’Oréal’s prestige brands in the U.S. outpace growth in the overall market.

CHRISTINA HENNINGTON  
**Senior Vice President, Health and Beauty**  
**TARGET CORP.**  
Call her the (masstige) market maker: Over the past five years, the Target veteran has been elevating the mass retailer’s approach to beauty, adding upscale brands across myriad categories and creating innovative programs such as the beauty concierge platform.

VENETTE HO  
**Managing Director**  
**FINANCO**  
Investment banker Ho headed to the Bloomingdale’s executive training program after grad school, but soon switched tracks to finance. That retail interlude has served her well as an investment banker responsible for deals like TPG Growth’s acquisition of E.l.f. Cosmetics and Inter Parfums’ licensing agreement with Abercrombie & Fitch.

JANE HERTZMARK HUDIS  
**Global Brand President**  
**ESTÉE LAUDER**  
Hudis has adroitly combined a deep understanding of brand heritage with an arsenal of innovative ideas to reimagine one of beauty’s most storied brands for 21st-century consumers.

IMAN  
**Founder and Chief Executive Officer**  
**IMAN COSMETICS, SKINCARE AND FRAGRANCES**  
Is there anything Iman can’t do? From supermodel to entrepreneur extraordinaire, she continues to build her multicultural beauty empire. Next up, a cosmetics line from makeup artist and America’s Next Top Model star Jay Manuel launching on HSN in March.

INGRID JACKEL  
**President**  
**PHYSICIANS FORMULA**  
With a powerful one-two punch—she combines one of the most creative product-development minds in the business with an equally astute ability to crunch numbers—Jackel has transformed Physicians Formula from a regional player into a force to be reckoned with.

CARLOTTA JACOBSON  
**President**  
**COSMETIC EXECUTIVE WOMEN**  
Over the past 15 years, Jacobson has transformed CEW into an organization, 6,000 members strong, that champions the advancement of women in all areas of beauty—and helps set the agenda that the entire industry follows.

+++ 13 Have Worked at the Estée Lauder Cos. During Their Career +++ 2 Have Been Named to Forbes’ World’s 100 Most Powerful Women List +++
SONIA KASHUK  
Founder  
SONIA KASHUK BEAUTY  
During the makeup artist revolution of the Nineties, Kashuk took a huge gamble by partnering with Target on her eponymous range. Fifteen years later, “masstige” is part of the industry lexicon—and Kashuk’s bet has paid off big-time.

KAREN KATZ  
President and Chief Executive Officer  
NEIMAN MARCUS GROUP  
In the ever-evolving world of retail, Katz has shown herself to be an able agent of change, formulating a consumer-centric vision encompassing online and off that has kept the $4.8 billion bastion of luxury shopping on the cutting edge of commerce.

R. ALEXANDRA KEITH  
President, Global Skin and Personal Care  
THE PROCTER & GAMBLE CO.  
From reinvigorating Old Spice to launching Tide Pods (how did we ever live without them?), Keith’s P&G career has been a series of big wins. Now she tackles perhaps her toughest assignment yet—to get the skin-care business, particularly marquee brand Olay, back on track.

LYN KIRBY  
Chief Executive Officer  
BEAUTY BRANDS  
After achieving the seemingly impossible by transforming Ulta into a power retailer in the prestige space, Kirby is back, looking to work her magic once again with Beauty Brands, at a time when the industry is eager to embrace new formats.

JANE LAUDER  
Global Brand President  
CLINIQUE  
Not one to rest on her last name, Jane Lauder has steadily risen through the ranks of the family business. Many see her latest position, overseeing its marquee brand, as a clear stepping-stone to the ceo spot.

WENDY LIEBMANN  
Founder, Chief Executive Officer and Chief Shopper  
WSL STRATEGIC RETAIL  
Shopping is serious business for Liebmann, who’s the best in the business when it comes to analyzing where consumers spend their money—and why. Her How America Shops reports are a must-read for retailers and marketers alike.

JAMIE KERN LIMA  
Co-Founder and Chief Executive Officer  
IT COSMETICS  
Lima turned a personal skin-care issue—rosacea—into a problem solution powerhouse line that is currently the top-selling makeup brand on QVC and a leader at Ulta with estimated global retail sales of $250 million.

GEMMA LIONELLO  
Executive Vice President and General Merchandise Manager, Cosmetics  
NORDSTROM INC.  
Lionello joined Nordstrom in 1988 as a counter manager in the cosmetics department and has steadily risen through management ranks. After her region posted the highest year-over-year same-stores sales growth in the company, she was promoted to her recent position, where she oversaw the development of a dynamic new concept for the cosmetics department.

HEIDI MANHEIMER  
Chief Executive Officer  
SHISEIDO COSMETICS AMERICA  
As Shiseido’s first female CEO, Manheimer has ably transformed herself from a senior retail executive into one of beauty’s shrewdest brand stewards. As global CEO Masahiko Uotani looks to transform Shiseido’s global operations, expect Manheimer’s influence to increase accordingly.

JOSE MARAN  
Founder and Chief Empowerment Officer  
JOSE MARAN COSMETICS  
Maran may have found fame as a supermodel, but her’s proved herself to be a true force of nature as an eco-conscious entrepreneur whose namesake brand has reached $100 million in retail sales and kicked off the argan oil craze.

SHERI MCCOY  
Chief Executive Officer  
AVON PRODUCTS INC.  
Two years after being tapped to lead Avon’s turnaround, McCoy continues to build the strategic framework that will return the company to growth. And while the process has undeniably been arduous, industry watchers agree McCoy is making slow but steady progress.

CAMILLE MCDONALD  
President, Brand Development and Merchandising  
BATH & BODY WORKS  
The prestige fragrance industry may be struggling, but not at BBW, where McDonald has reinvigorated her business with a diverse lineup of products like scented antibacterial hand products, accessible fine fragrances and body care with a wide array of benefits.

MARIKAY MCKEE  
President  
SAKS FIFTH AVENUE  
Over the last decade, McKee helped transform Harrods into one of the world’s foremost luxury shopping experiences. Hired by Richard Baker in 2013 to effect the same transformation at Saks Fifth Avenue, she’s ready to reinvent the U.S. department store—starting with beauty first.
From initial public offerings (Coty and Ulta Beauty, to name two) to acquisitions (Target buying Dermstore.com), investment banker McPhilliamy has developed a keen grasp of the industry. Her latest big-deal deal: selling red-hot retailer Beauty Brands to a private equity group including Lyn Kirby.

HADLEY MULLIN
Senior Managing Director
TSG CONSUMER PARTNERS

A key player in one of the most active private equity firms in beauty, Mullin has a spot-on ability to recognize emerging brands and has been involved in some of the biggest beauty deals of the decade, including Smashbox’s sale to Lauder and the Alterna, Kenra and Sexy Hair deals with Henkel.

JANE PARK
Founder and Chief Executive Officer
JULEP

A darling of venture capitalists, the self-described “social beauty maven” has raised more than $60 million to fund Julep; Park’s concept of crowd-sourced innovation has proved equally popular with consumers.

CLAUDIA POCCIA
Founder and Creative Director
CAROL’S DAUGHTER

From humble surroundings in her Brooklyn kitchen, Price has built a multicultural beauty empire that has attracted not just millions of consumers but the attention of the world’s biggest beauty company as well—L’Oréal—which acquired her brand in October.

KAREN BUGLISI WEILER
Global Brand President
MAC COSMETICS

As head of the Amazon.com subsidiary Quids, whose sites include beautybar.com and soap.com, Renz is at the center of the digital commerce revolution.

WENDE ZOMNIR
Founding Partner and Chief Creative Officer
URBAN DECAY

Zomnir has perfected the art of the indie chick, but it’s her brand’s more sedate offerings, like the cultish Naked palettes, that have her rebel consumers yelling, “More, more, more!”
THESE ARE THE WOMEN RESPONSIBLE FOR CREATING THE MODERN-DAY BEAUTY INDUSTRY.

**ESTÉE LAUDER:** The woman who started it all with four products in 1946 and created a company that today has more than $10 billion in sales. Is there a more revered—or quoted—figure in the beauty industry?

**ELIZABETH ARDEN:** A story of firsts, from the first salon on Fifth Avenue in 1910 to the creation of the makeover. Her innovations, like Eight Hour Cream, continue to resonate today.

**MARY KA Y ASH:** Frustrated after being passed over for promotions in favor of men, the intrepid Texan started her own company with five products. Her signature pink Cadillac became the ultimate symbol of success.

**HELENA RUBINSTEIN:** The eldest of eight daughters born to a shopkeeper in Poland, Rubinstein—the first female self-made millionaire—created a global empire that fueled her lavish lifestyle.

**EUNICE JOHNSON:** Johnson built a publishing empire with her husband, then created Fashion Fair Cosmetics when she recognized the dearth of offerings suitable for women of color. Her annual fashion tours were legendary.

**YUE-SAI KAN:** The Chinese-born TV personality turned entrepreneur was the first to bridge East and West with her namesake brand, said to be the first brand by Asian women, for Asian women.

“*There are no ugly women, only lazy ones.*”  —Helena Rubinstein

“*There is no ugly woman, only lazy ones.*”  —Estée Lauder

“*There are no ugly women, only lazy ones.*”  —Estée Lauder

“*There are no ugly women, only lazy ones.*”  —Estée Lauder

“*Risk-taking is the cornerstone of empires.*”  —Estée Lauder

“*I always knew that black was beautiful.*”  —Eunice Johnson

“I like to be the first lipstick they use.”  —Yue-Sai Kan

“It is remarkable what a woman can accomplish with just a little ambition.”  —Elizabeth Arden

“The speed of the leader is the speed of the gang.”  —Mary Kay Ash