

Erin Gilbert

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General manager & growth leader — luxury, design, and digital marketplaces.

PROFILE

Fifteen-plus years building and scaling two-sided marketplaces in luxury and design. P&L owner, marketplace operator, and team builder who turns brand and revenue into the same job — and ships the numbers to prove it.

HIGHLIGHTS

+45%

managed dealer sales, 8
quarters

+60%

trade business, 4 years

\$4M+

new annual revenue channel

400%

Taco Del Mar franchise growth

EXPERIENCE

Auction Technology Group 2026 — Present · New York

VP, Full Service (Chairish Auctions)

- Helped launch Chairish Auctions, a new high-growth revenue channel; membership model added +36% membership revenue and millions in incremental GMV.
- Built a national auction-manager network projected at \$4M+ annual revenue at ~25% margin (vs. ~5% platform average).
- Lifted auction sell-through from 5.4% to 43% via a true-consignment program; shipped an AI lot cataloger that cut time-to-live from 41 days to under 3.

Chairish, Inc. 2020 — 2026 · New York

SVP, Global Sales

- Grew managed dealer sales 45% in eight quarters and the trade business 60% over four years.
- Launched subscription tiers, ad products, and media programs — net-new recurring revenue.
- Built and led a global team of 50+ across acquisition, retention, private client, trade, and media.

Dering Hall 2018 — 2020 · New York

Chief Executive Officer

- Took a 45-person design marketplace to profitability for the first time in company history; positioned the company for a successful acquisition.

Onboard Informatics 2014 — 2018 · New York

VP, Sales & Marketing

- Owned revenue strategy and brand positioning through a successful 2018 acquisition; unified brand voice across sales, product, and marketing.

Taco Del Mar 2004 — 2011 · Seattle

Chief Marketing Officer

- Marketing lead for a 300+ unit franchise system through 400% growth; managed a \$1.6M budget and built national promo calendars hitting 4x ROI on LTV/CAC.

- P&L Ownership
- Marketplace Growth
- GTM & Revenue Strategy
- Subscription & Monetization
- Brand Positioning
- Team Building (50+)

“Possibly the smartest, most dedicated, most honest, passionate, incredibly upbeat and positive force I have ever hired for anything.”

— Alan Blaustein, Co-Founder, Careplanners