

VM CONCEPT FINDING JOY IN DESIGN DESIGNER'S EXPERIENCE, STYLE ENHANCES EACH PROJECT

SOPHISTICATION, AN INTERNATIONAL perspective, and an artful eye for unique material décor – all describe designer Valérie Marcus, owner of VM Concept. Marcus, IIDA, brings over 20 years of international design experience to her clients.

Building upon her experience, Marcus works with within second or third residences Back East or California – and regularly shops in France and New York. She artistically blends the needs and style of clients with comfort, intrinsic aesthetic value and imbues a delight, a joy in her designs.

“I don't impose my style on my clients,” Marcus says. “I give input with what goes where and how we will make it work together.”

Hailing from France, Marcus brings over 20 years of international design experience to her clients. Marcus began her career working on several commercial and residential projects along the French Riviera. Wanting to experience the excitement of a different culture, Marcus relocated to Arizona in 1997, where she began to build her practice. In 2006, VM Concepts was launched, delighting her faithful clients.

Marcus' versatility in material selection includes using authentic European products, both reclaimed and new, to create a unique space reflecting the personality and style of her client. Her designs are distinctive and timeless as they combine her use and blend of detail, scale, texture, light, and proportion.

Whether it is soft contemporary, relaxing retreats, resort style or luxury commercial projects, Marcus is at ease. She works exclusively with acclaimed French artist and sculptor Laetitia Bonnici, providing her bold, passionate pieces directly to VM Concept clients.

“Every project is different, no house and no client is exactly the same. Each project is a team effort between the clients and the designer,” Marcus says. “I love creating and using different materials. I love putting together something for clients using different texture, different materials, different architecture. No client is exactly the same.”

She also believes any great design must translate into comfort, function, and the ability for the homeowner to experience “joie de vivre.” She is known for her tailored, sophisticated, contemporary and old world interiors, which have thrilled her high-end clientele and appeared in publications throughout the U.S., including Luxe, Phoenix Home



& Garden, Phoenix Magazine and Arizona Foothills.

Marcus now mainly works on second and third homes for clients whom she originally did a primary residences. It is also why 95 percent of her business comes from referrals.

“Since my clients are thrilled by what I am able to do, they automatically want me to travel with them,” Marcus says.

Marcus enjoys the challenges and rewards of projects of all sizes and spaces. While, she's designed for professional athletes she also works with intimate spaces. She relishes design that suits perfectly the individuals who live or work in those spaces.

“I want all of my clients to have a great experience,” she says. “I want them to be very satisfied with the end product.”

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