

Jessica Claire

📍 100 Montgomery St. 10th Floor 📞 (555) 432-1000 ✉️ resumesample@example.com

SUMMARY

Designer with proven talents in staging, styling, and interiors. Extensive experience leading a team on design projects to completion for individual homeowners, large commercial real estate companies, and professional design teams. A successful entrepreneur who prioritizes customer service and professional design outcomes.

SKILLS

- Residential Real Estate Design and Staging
- Commercial Real Estate Design and Staging
- Business Development
- Product Design
- Prop Stylist

EXPERIENCE

DESIGNER 2014 to CURRENT

Ibm Corporation | Bloomington, IL

Founder, and owner-operator of an interior design and staging company that works with residential and commercial clients whose projects range from \$850,000 to \$17 million.

- Built Style Umbrella staging from the ground up to generate over \$3 million in business.
- Style Umbrella has been recognized as one of the top staging companies in San Diego County.
- Complete more than 150 residential and commercial staging and design projects per annum.
- The average time Style Umbrella staged homes are on the market has been less than 43 days since 2018.
- Added niches in the staging business to help grow and expand business brand.

SACES REPRESENTATIVE 2018 to 2020

Varonis Systems | Seattle, WA

Sales Representative 2019 - 2021

Arhaus

San Diego, California

Sold furniture, developed residential design projects for clients, and maintained customer book of business for ongoing sales opportunities.

- Achieved Million Dollar club status for selling one million in Arhaus products within the first two years of employment.
- Consistently recognized by corporate for being top in sales and customer service
- Established effective sales techniques that resulted in regular upselling of products and services.

STOLIST 2000 to 2004

Windermere Real Estate | Mount Vernon

- Styled in-store video spots for Disney Inc.
- Client portfolio included Neiman Marcus, Crate & Barrel, Pottery Barn, Bon Appetite, Samsung, MAC Cosmetics, South Coast Plaza Catalog, Eukanuba.
- Helped brand awareness by assisting in merchandising and handling of photography relevant to design of catalog.
- Reviewed project costs, budgets and adherence to schedules.

SACES COORDINATOR 08/1990 to 06/1995

Cost Cutters Hair Salon | Marion, IA

- Oversaw management and implementation of new revenue strategies, sales initiatives and customer engagement tactics to increase market share.
- Improved profitability and pipeline with multiple marketing channels and sales strategies.
- Delivered exemplary customer service and support by remaining poised in most stressful situations.
- Consulted with long-term, new and prospective customers to understand needs and propose ideal solutions.
- Developed long-term partnerships with lucrative business customers.
- Implemented consultative sales techniques to generate revenues and exceed sales targets.

EDUCATION

Associate of Arts | Hotel Hospitality And Marketing

UNLV , Las Vegas, NV

Realestate Licensure

Real Estate License , San Diego CA

LANGUAGES

Arabic:
Negotiated:

WEBSITES, PORTFOLIOS, PROFILES

- www.styleumbrella.com
- instagram @style_umbrella
- tiktok: style_umbrella