

Jessica Claire

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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	<ul style="list-style-type: none">Residential Real Estate Design and StagingCommercial Real Estate Design and StagingBusiness DevelopmentProduct DesignProp 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. <ul style="list-style-type: none">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. SALES 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. <ul style="list-style-type: none">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 serviceEstablished effective sales techniques that resulted in regular upselling of products and services. STYLIST 2000 to 2004 Windermere Real Estate Mount Vernon <ul style="list-style-type: none">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. SALES COORDINATOR 08/1990 to 06/1995 Cost Cutters Hair Salon Marion, IA <ul style="list-style-type: none">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 <ul style="list-style-type: none">Associate of Arts Hotel Hospitality And Marketing UNLV , Las Vegas, NV Real Estate Licensure Real Estate License , San Diego CA LANGUAGES <ul style="list-style-type: none">ArabicNegotiated WEBSITES, PORTFOLIOS, PROFILES <ul style="list-style-type: none">www.styleumbrella.cominstagram @style_umbrellatiktok: style_umbrella