

JESSICA CLAIRE

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CAREER FOCUS

Senior designer utilizing highly creative skills combined with tenacious and ambitious sales goals and results. Repeatedly obtaining KPI results of over \$1,000,000. per year. Increasing company revenue and a goal oriented team player. Planning, developing and implementing programs and marketing strategies. Strong net working, self starter successful in launching products both new and established. Ready to meet the challenge.

SUMMARY OF SKILLS

- Proficient in obtaining design results within budget constraint
- Strong color and design sense
- Space planning
- Interior Architecture Degree and Certified Interior Designer
- Strong communication and speaking skills
- Presentation and merchandising skills
- Sales achiever
- Follow-through and continuous client satisfaction

ACCOMPLISHMENTS

Continuously grossed over \$1,000,000 per year in sales

Speaker in company video

Closed over 50% of sales year after year.

Responsible for over 25% of sales increasing company revenue in new products.

Utilized experience in public relations and charitable fund raising to promote company exposure and image.

PROFESSIONAL EXPERIENCE

09/2000 to Current **Senior Designer - 14 years**

Danmer Inc. – City, STATE

Top salesperson of a large company specializing in in-home sales of shutters and window treatments including Hunter Douglas, Century, Mariak and custom design manufacturers. Reaching 55% closing statistics every month and over \$1,000,000 a year in gross sales. Representing interior designers as a company liaison to ASID and similar associations. Working trade shows and speaking engagements.

1998 to Current **Interior Architect - 16 years**

RG Designs – City, STATE

Residential and small commercial design services including full renovation projects. Plans, layouts, ordering and coordinating general contractors, painters, electricians, etc. Project management and design structure and implementation.

04/1996 to 06/2001 **Owner - 5 years**

Sunset Cigar Company – City, STATE

Cigar distribution company operating in Southern California and specializing in cigar events and corporate parties. Wholesale distribution to cigar retailers.

Operated Sunset Cigar Club within the Beverly Hilton Hotel. A joint venture with Merv Griffin featuring bar and game rooms within a private club.

03/1989 to 10/1996 **Broker/Partner - 7 years**

Citivest Financial Services – City, STATE

Conventional and hard money loans. Operated as a lender/broker. Bought, repaired and sold rehab real estate. Conducted foreclosure sales and assisted with bankruptcy and eviction proceedings.

09/1987 to 02/1989 **Broker/Sales - 2 years**

Savoy Real Estate – City, STATE

Commercial property/apartment building sales. Trained salespeople and built up cold lead department.

02/1982 to 09/1987 **Account Supervisor - 5 years**

Jacques C. Cosse' And Associates Public Relations (A Division Of Aaron Cushman And Associates) – City, STATE

Corporate public relations supervisor. Wrote press releases and handled national media campaigns, press relations and publicity events for Philip Morris, Chrysler, Australia and Calgary's Visitor's Bureaus and various travel related companies. Coordinated and conducted speaking engagements.

1978 to 1982 **Advertising Coordinator - 4 years**

Day Realty – City, STATE

Designed and created copy for full page print advertising for 26 real estate offices. Researched and implemented ad placement.

EDUCATION

2010

Bachelor of Science: Interior Architecture

Cal State University Northridge - Northridge, CA

Graduated Magna Cum Laude.

2005

Associate of Arts: Interior Design

Santa Monica College - Northridge, CA

Extensive lab work in the design field.

1978

Journalism Major: Communications

University of California Los Angeles - Northridge, CA

Strong writing, speaking and communication skills Courses in Business Law, Real Estate Contract Law, various marketing and accounting courses.

PROFESSIONAL AFFILIATIONS

Certified Interior Designer - CCIDC

State of California Accreditation

American Society of Interior Designers (ASID)

International Interior Design Association

Member of Golden Key International Honors Association

Hunter Douglas Window Treatment Design Certification