

SALES CONSULTANT, INTERIOR DESIGNER

Professional Summary

Results-oriented sales professional eager to join a reputable organization. Hardworking consultant gifted at turning prospects into clients by delivering exceptional presentations. Engaging and personable with expertise managing key milestones and delivering exemplary customer service. Highly enthusiastic with ability to absorb information rapidly and make a correct response.

Skills

- Persuasive communication
- Prospect qualification
- Retention strategies
- Exceptional Customer Service
- Sales

Work History

Sales Consultant, Interior Designer , 01/2018 to 12/2020

Company Name – City , State

- Assisted clients with budget considerations and made recommendations for furniture, custom made leather sofas and accessories items.
- Developed space planning concepts, color palette selections and leather presentations.
- Used consultative sales approach to understand customer needs and recommend relevant offerings.
- Created detailed sales presentations to communicate product features and market data.
- Assisted walk-in traffic with identifying financial needs and goals to provide customized solutions.
- Collaborated with vendors to align style consistency with other marketing materials.
- Promoted customer satisfaction by understanding their needs and increased sales.

Designer, Sales Consultant , 03/2016 to 09/2017

Company Name – City , State

- Worked with sales team to collaboratively reach targets, consistently meeting or exceeding personal quotas.
- Demonstrated products to show potential customers benefits and advantages and encourage purchases. Established new customers.
- Developed space planning concepts, color palette selections and textile presentations.
- Created professional presentations using La-z-boy software to creatively communicate design intent and direction.
- Answered product questions with up-to-date knowledge of sales and store promotions.

Interior Decorator, Self Employed , 01/2005 to 02/2015

Company Name – City , State

- Advised clients on styles, layouts, budgets and overall designs.
- Furnished and designed residential properties and consulted with clients to determine decorating needs and preferences.
- Maintained knowledge of constantly changing interior design trends and products.

Assistant to VP in PR With Investors , 01/2011 to 02/2014

Company Name – City , State

- Attracted and increased new members through organizational targeting marketing campaigns to specific audiences.
- Participated in trade shows in America and Canada to recruit and retain prospects. Seasonal job.

Custom Made Furniture Salesperson, Designer , 03/2001 to 12/2004

Company Name – City , State

High end interior design firm specializing in French Provence custom homes in Los Angeles area and Orange County.

Education

Bachelor of Science : Accounting And Finance Moscow Finance University - City

Interior Decorator : Interior Design Interior Decorators Institute - City

Personal Trainer And Nutritionist : Athletic Training And Nutrition , 02/2014

NASM - City

Skills

- Persuasive communication
- Prospect qualification
- Retention strategies
- Exceptional Customer Service
- Sales

Work History

Sales Consultant, Interior Designer , 01/2018 to 12/2020

Company Name – City , State

- Assisted clients with budget considerations and made recommendations for furniture, custom made leather sofas and accessories items.
- Developed space planning concepts, color palette selections and leather presentations.
- Used consultative sales approach to understand customer needs and recommend relevant offerings.
- Created detailed sales presentations to communicate product features and market data.
- Assisted walk-in traffic with identifying financial needs and goals to provide customized solutions.
- Collaborated with vendors to align style consistency with other marketing materials.
- Promoted customer satisfaction by understanding their needs and increased sales.

Designer, Sales Consultant , 03/2016 to 09/2017

Company Name – City , State

- Worked with sales team to collaboratively reach targets, consistently meeting or exceeding personal quotas.
- Demonstrated products to show potential customers benefits and advantages and encourage purchases. Established new customers.
- Developed space planning concepts, color palette selections and textile presentations.
- Created professional presentations using La-z-boy software to creatively communicate design intent and direction.
- Answered product questions with up-to-date knowledge of sales and store promotions.

Interior Decorator, Self Employed , 01/2005 to 02/2015

Company Name – City , State

- Advised clients on styles, layouts, budgets and overall designs.
- Furnished and designed residential properties and consulted with clients to determine decorating needs and preferences.
- Maintained knowledge of constantly changing interior design trends and products.

Assistant to VP in PR With Investors , 01/2011 to 02/2014

Company Name – City , State

- Attracted and increased new members through organizational targeting marketing campaigns to specific audiences.
- Participated in trade shows in America and Canada to recruit and retain prospects. Seasonal job.

Custom Made Furniture Salesperson, Designer , 03/2001 to 12/2004

Company Name – City , State

High end interior design firm specializing in French Provence custom homes in Los Angeles area and Orange County.