

Nicole Pate

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JAVASCRIPT | REACT | HTML5 | CSS | GIT - GITHUB | RESTFUL API'S | NPM | FIGMA | TRELLO | MYSQL | NODE
PROSPECTING CUSTOMERS | LEAD GENERATION | NEGOTIATION | CRM - SALESFORCE | RELATIONSHIP BUILDING | AGILE
WORKFLOW | SOCIAL MEDIA STRATEGY | GOOGLE CLOUD | GOOGLE ANALYTICS

WORK EXPERIENCE

ACCOUNT EXECUTIVE

DESIGN WITHIN REACH | APRIL 2018 - PRESENT

- Work closely with existing clients to uncover potential areas to expand on existing projects.
- Develop and maintain product and design knowledge and industry awareness.
- Meet and exceed sales goals.
- Build relationship with Trade to understand their specific needs resulting in \$1.1M in sales last year.
- Facilitate meetings with local trade prospects.
- Assist in maintaining the studio's design and visual standards using merchandising guidelines.
- Fulfill client needs and resolve issues in a manner consistent with DWR's client experience expectations.
- Collaborate with fellow associates and promote a positive team spirit.

STUDIO ASSISTANT

DESIGN WITHIN REACH | FEB 2017 - APRIL 2018

- Worked closely with Store Proprietor and Lead to maintain the visual and merchandising standards and directives.
- Assist Account Executives on in-home design services and meetings with local designers and architects.
- Create 3-dimensional renderings of client spaces.
- Manage studio incoming and outgoing inventory.
- Operations such as ordering, organizing and maintaining fabric swatch samples, maintaining Studio product inventory, and escalating facilities issues.
- Tag all furniture on the sales floor and ensure accurate vendor information and pricing.
- Attend Studio meetings, participate in product trainings, share information among peers.
- Network with clients via phone and email to inform them of promotions and Studio events.

VISUAL MERCHANDISING MANAGER

H&M | AUGUST 2015 - FEB 2017

- Designed and set up Ladies, Men's, and Kids window displays.
- Dressed and styled mannequins in store and windows.
- Created floor layouts using Adobe and similar software programs to help create seasonal floor plans.
- Organized and created marketing materials.
- Ran workshops and trainings for sales staff focusing on the fundamentals of merchandising, styling, and organization.
- Provided direct and indirect customer service.
- Maintained sales floor and fitting rooms.
- Assisted in regional store openings.

EDUCATION

FULL STACK WEB DEVELOPMENT CERTIFICATION | AUSTIN CODING ACADEMY | 2020

GOOGLE ANALYTICS CERTIFICATION | GOOGLE | 2020



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