

Clare White

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Objective

Sales-Technical Sales-Designer-Drafter

Accomplishments

- Created outstanding drawing packages using artistic skills and drawing techniques.
- Implemented creative designs for kitchens, bathrooms, offices etc.
- Generated Mechanical Drawing Packages and Implemented Engineer Charge Orders.
- Generated innovative sales and solved problems using customer requirements, and on-site evaluations.
- Qualified future clients by communicating their needs and budget requirements by phone or in-person.
- Conceptualized designs from verbal or written instructions.
- Researched product requirements and helped solve design problems.
- Generated layouts from verbal or written instructions, sketches, or specification sheets.
- Created Customer Satisfaction by communicating in a Friendly Behavior.

Work History

Independent Kitchen Designer/Sales (Home Base)

2005 - Present

- Home Designer my main objective is to fill in missing pieces, between the Contractor and Home Owner.
- Assisted customers with cabinetry layout, counter top material, back splash, flooring, appliance, and lighting.
- Assisted customers with drawing package for city approval by submitting to city.
- Angie's List member I have received Honor Roll in 2010 and 2012

Design and Sales

Bay Stone Depot, Tile and Stone retail warehouse- worked on commission

- Assisted customer with tile and or slab stone selection.

Kitchen and Bath Designer/Design Coordinator

Signature Kitchen and Bath (formally called Santa Cruz Kitchen and Bath) 2003-2005

- Designed and sold kitchen/bathroom cabinetry, and counter tops. Assisted customers with choices of flooring, lighting, back splash, and appliances.
- Acquired information from; blue prints, verbal instructions, sketches, and field measurements.
- Wrote orders, checked orders to verify completion, expedited orders, generated install drawings, scheduled deliveries and collected payments.

Design Sales Associate – Kitchen Showroom

EXPO Design Center /Home Depot

1999 – 2003

- Designed cabinetry for kitchens and bathrooms using field measurements and 20/20 software.
- Qualified customers, answered questions, and expedited orders.
- In one year generated sales of 600K.

Drafter/Designer/Illustrator – Drafting Department

Trans Nuclear 1987 – 1997 Machine Technology 1985-1987 Electroglass 1985-1978

- Generated mechanical drawings, proposal drawings, and illustrations using AutoCAD or by Hand.
- Maintained released drawings by generating change orders.
- Generated hand drawings from layouts, verbal, and written instructions.
- Created assembly drawings, plumbing drawings, sheet metal drawings, and weldment drawings.

Technical Skills

AutoCAD

Manual drafting

Technical Pen Illustration

20/20

Quicken

Adobe Suites (Acrobat, Illustrator,
& Photoshop)

Chief Architect X2-X5

Word-Excel

Education

A.A. degree in Liberal Arts; with emphasis in Drafting & Industrial Arts
Mission College, Santa Clara, CA

Clare White Resume current.doc

Created on 5/10/2012 5:54:00 PMLast printed 10/23/2012 2:23:00 PM