

LARA SISCO

INTERIOR DESIGNER
ACCOUNT MANAGER
IIDA, NEWH

PROFILE SUMMARY

Energetic and enthusiastic Interior Designer with 12+ years of experience in Commercial, Hospitality, FF+E, and Residential environments. Forward thinking, entrepreneurial mindset, meticulous, detail oriented, and deadline driven. Passionate about delivering growth, meaningful experiences, and profitability to clients and businesses. Known for successful, and inspirational leadership. Warm and cheerful personality.

PROFESSIONAL SKILLS

- Project Planning
- Sales
- Customer Service
- Process Improvement
- Leadership
- Interior Design
- Project Planner
- Project Management
- Budget Management
- Overseeing Project Timelines
- Stakeholder Engagement
- AutoCAD
- CAP 20/20, Furniture Specification
- RFP + Bid Response
- Material + Finish Selection
- Design Presentations
- InDesign/Sketchup/Photoshop/Bluebeam
- Microsoft Office Suite

PERSONAL SKILLS

Personable
Proactive
Organized
Detail-oriented
Ethical
Inclusive
Coordinated
Customer Centered
Strong Communicator
Team Player
Critical Thinker
Independent Worker
Easy to Work With

CONNECT WITH ME!

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WORK EXPERIENCE

Workpointe | 11/2017 - 05/2023

Account Manager/Interior Designer 09/2022 - 05/2023

- Manages 1.5+ Million of Sales in the Commercial and Hospitality markets through Existing Accounts and New Business as Main Point of Contact and Designer
- Develops Strong Relationships with End Users, A+D Community, and Key Stakeholders to Develop New Business and Actively Seek New Sales Opportunities
- Oversees a Portfolio of 8+ Existing Accounts
- 100+ Vendor Relationships; Manufacturer's, Trades, and Contractors
- Keeps CRM Updated for Accurate Sales Volume & Pipeline Visibility
- Liase with Cross-Functional Internal Teams to Ensure a Smooth Customer Experience

Director of Design 11/2017 - 09/2022

- Provided Direction and Leadership to the Design Team
- Collaborated on Design solutions, Design Development, and Presentation Decks for the Corporate, Hospitality, Education, and Healthcare Market
- Met with Clients and A+D Contacts to Promote Workpointe's Creative Design Services
- Oversaw Design Team Profitability and Tasked with Developing and Creating Design Team Budget

Lara Sisco Design | 01/2015 - Present

Owner + Principal + Interior Designer

- Consults with Clients on Range of Project Needs in the Residential, Commercial TI, and FF+E Industries
- Project Management through Oversight of Project Budget and Timelines
- GC, Vendor, and Sub-Contractor Coordination
- Manage Business Operations

Heidi Fahy Interiors | 05/2015 - 11/2017

Interior Designer

- Prepared Furniture Drawings and Asbuilts
- Selected Decor, Furnishings, and Furniture for Model Homes
- Responsible for Creating Inspiration Boards for Client Approval
- Keeping Order Spreadsheet Current and Organized

Catalyst Workplace Activation | 08/2013 - 11/2017

Workplace Planner/Designer

- Prepared Furniture Space Plans and FF+E Specifications
- Lead Designer on 4+ Accounts
- Ancillary Selection + COM Coordination
- Worked with Cross-Functional Team to Support Sales Processes
- Time Management Tracking

Candace Nordquist Interiors | 05/2012 - Present

Interior Designer

- Assists on Residential, Commerical, and Hospitality Projects
- Prepare As-built Drawings and Proposed Drawings/Elevations
- Prepare Specifications and Close Out Binders
- Material and Finish Selections
- Cost Estimating

EDUCATION

Clover Park | AAS Interior Design, 2013

- Graduated with Honors, GPA 4.0
- Recipient of the NKBA's "Most Inspirational Award" for the Local Chapters Student Competition

AFFILIATIONS | COURSEWORK | STUDIES

- IIDA Committee Member
- NEWH Member
- NCIDQ Study Course, Spring 2023. Sitting for Exams October, 2023
- International WELL Building, AP Study Course
- National Kitchen and Bath, AKBD Study Course
- Design Internship, Candace Nordquist Interiors