

Nicole Gemma

327 W. 30TH St Apt. 6E

New York, NY 10001

310.909.9441

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linkedin.com/in/nicole-gemma-25b15a94/

Sales Executive | Business Development Leader | Account Manager | Badass Emcee

HIGHLIGHTS & HUMBLE BRAGS

Respected sales executive and brand ambassador with nearly ten years experience in A&D. Results driven and service-minded. Team player, attentive listener, and powerful communicator with proven track record of market growth. Secured business with key clients such as Hilton and Marriott as well as leading design firms Rottet Studio, Gensler, and Hirsch Bedner & Associates. Positioned as a NEWH staple through direct involvement on the Board of Directors and as emcee and mediator for events including Annual Scholarship Brunch and Fundraising Gala.

FAVORITE QUOTE: "Don't tell me about the labor pains - just show me the baby."

EDUCATION

Rhode Island College | 2003
Bachelor of Arts

UCLA | Candidate | 2014
Interior Design Certificate

NOTABLE PROJECTS

RESORTS WORLD | Las Vegas | KNA DESIGN | \$1M
EMBASSY SUITES | Milpitas, CA | HBA | \$237K
THE FOUR SEASONS | Chicago | ROTTET STUDIO | \$175K
THE PENDRY | PARK CITY, UT | SFA | \$150K
THE INN AT THE MISSION | San Juan Capistrano | KAY LANG & ASSOCS.
ARRIVE HOTELS | Memphis, Phoenix, Wilmington | CHRIS PARDO DESIGN

INDUSTRY EXPERIENCE

Tarkett Hospitality | 2017 – 2020 | 525% Market Growth

Account Executive/Design Segment Manager

Focused on growing the Los Angeles hospitality market as a product expert and custom design liaison. Grew territory revenues from \$80K to \$500k within 24 months. Worked to familiarize market with brand message through two acquisitions and expanding product portfolio. Strengthened brand confidence among A&D community through deepened involvement with NEWH LA. Served as brand ambassador at major national tradeshow including HD EXPO, BDNY, and BITAC LUXURY.

GlasPro | 2016 – 2017

Design Consultant / A&D Sales Rep

Served the Greater Los Angeles A&D community. Provided design input as well as effective product solutions for area designers and architects. Assisted Creative Director in new product development. Increased company revenue and brought product into new markets. Consistently met/exceeded sales goal.

Wolcott Architecture Interiors | 2015 – 2016

Executive Assistant to the Managing Principal

Reported directly to and supported Managing Principal in order to promote effective and efficient day-to-day operations including executive calendars, travel, and correspondence. Represented Senior Staff professionally and effectively in all internal and external communications. Responsible for coordinating company parties and morale-building activities as JoyCorps President (unanimously elected).

ZGF Architects | 2013 – 2015

Receptionist / Resource Librarian

Responsible for coordinating executive calendars and travel, vendor presentations, Lunch & Learn presentations, and facilitating correspondence between vendors and design professionals.

INVOLVEMENT

NEWH

LA Chapter | VP of Programming | 2019-2020
NY Chapter | Current Member

IDA LOS ANGELES

Haunt Couture Committee
Member | 2015-2017 Event Host/Emcee | 2017

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REFERENCES (It's OK, I told them you would call.)

FORMER BOSSES

Jennifer Wellman | National Sales Manager, REMINGTON LIGHTING
470.331.5637 | jrwellman@gmail.com

Sam Burger | Former VP of Sales, TARKETT HOSPITALITY
706.280.4960

Amanda Kaleps | Managing Principal, WOLCOTT ARCHITECTURE INTERIORS
310.895.0555 | akaleps@wolcottai.com

Rachell Morris | Head of Human Resources, TED CONFERENCES, LLC
424.202.4991

OTHER PEOPLE WHO JUST REALLY LIKE ME

Paul Cleary | CEO, TWITCHELL TECHNICAL PRODUCTS, LLC
470.298.0501

Hydee Hirschmann | Co-Founder & Design Principal, CREATIVE RESOURCE ASSOCIATES
818.577.4320 | hhirschmann@cradesign.com

Helle Hodjat | SW Regional Resource Director, GENSLER LOS ANGELES
213.327.3713 | helle_hodjat@gensler.com

Natasha Gomez | President, NEWH LA
310.940.0115 | Natasha@natashalilagomez.com

STUFF I'M GOOD AT (AKA WHY YOU NEED ME)

- BUSINESS DEVELOPMENT
- SOCIAL MEDIA MARKETING
- CUSTOMER SERVICE
- TEAM BUILDING
- OUTSIDE-THE-BOX THINKING
- ACCOUNT MANAGEMENT
- BRAND PROMOTION
- TERRITORY GROWTH & DEVELOPMENT
- CLIENT RELATIONS
- TRADE SHOWS
- PROCESS MANAGEMENT
- SOLUTIONS MINDEDNESS
- RELATIONSHIP BUILDING
- CLIENT PRESERVATION

WHAT PEOPLE ARE SAYING

"Responsive and prompt."
- Project Manager, DTLA

"A joy to have in our office."
- Receptionist, DTLA

"Inspired and passionate."
- Designer, Santa Monica

"Ma'am, you can't sleep on the train."
- MTA Employee, NYC