

CANITHA RENEE RAYNOR

Interior Design Professional

Profile

Interior Designer with experience in all aspects of the design process across multiple industries and environments. Skilled at completing the full lifecycle of the design process independently and as part of a cohesive team in ever changing and dynamic environments. Exceptional client engagement skills with proven expertise in building strong professional relationships.



CONTACT

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in LinkedIn.com/in/canithareneeraynor

📍 Jacksonville, Florida
(willing to relocate)

EDUCATION

Bachelor of Science Interior Design (CIDA Accredited)

Florida State University
Tallahassee, Florida
2006-2008

NCIDQ Certification | Council for
Interior Design Qualification | Sitting
2020

SKILLS / Professional

- Attention to Detail
- Budget processing
- Enhancing Quality
- Fostering Innovation
- Managing Databases
- Financial Management
- Business Development
- Organization Strategies
- People Development
- Strategic Planning
- Verbal Communication
- Working Independently
- Project Management
- Result orientated
- Analytical Thinking
- Problem Solving
- Fostering Teamwork
- Customer Relations
- Procurement

WORK EXPERIENCE

Account Executive

EF Contract Flooring / 2018-2020

Engineered Floors (Bob Shaw company)

Responsibilities are to Oversee short- and long-term projects within the healthcare, senior services, higher education, and commercial environments, produce and disseminate merchandise guides, deliver product presentations, and connect with clients throughout the purchase process to verify the customer's unique needs have been met.

- Consult and create designs with current and potential commercial clients to address customer needs and deliver tailored flooring products and services
- Visit client sites to ascertain design objectives and provide the optimal product to achieve the desired style

Key Achievements:

- Successfully completed projects ranging from \$50,000 to \$550,000 with more than 60% of projects under budget

Project Specialist/Commercial Designer

Office Environments & Services / 2017-2018(1 year 7months)

Top 3 Commercial Dealers in Jacksonville

Successfully completed multiple space planning and design renovation projects for Commercial, Hospitality and Higher education buildings throughout the Jacksonville, Florida area.

- Procurement & Specifications responsibilities
- Conceptual presentation for clients
- Drawings & Designs collaborated with a cross function team
- Governmental Bidding processing and estimating budgets

Selected Projects:

Jacksonville University | Duval County Public Schools | UF Health Neurology - North | University of North Florida Student Union | Mattamy Homes | Steller Energy | Batson-Cook Construction | TEA EverBank Building | City of Jacksonville Sheriff's Office/Military Affairs | Community Hospice | Harden Insight | Nassau County Courthouse | Lockheed Martin | Vicar's Landing | Vulcan Materials Co. | Naval Air Station Jacksonville | Mayport Venture Partners | CSX Executive Floor

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WORK EXPERIENCE CONTINUED

Visual Designer & Merchandising

Ashley HomeStore / 2014-2017

Oversaw the design and space planning for the four local furniture showrooms, Procurement, and arrangement of inventory across location. Directed incoming and outgoing stock, supervised the installation team, and guided the design team on purchasing and positioning all accessories within the gallery.

- Procurement of products for sale in all locations
- Project managing of install team
- Scheduling installs

Key Achievements:

- Instrumental participant in conceptualizing and implementing the design and style of a new 20,000 sq. ft location.
- Selected for multiple local charity design projects throughout the Jacksonville, FL area.

Account Executive

Jacksonville Wealth Builders (JWB) / 2011-2014

Primary point of contact for prospective clients interested in real estate investments. Established and developed strong professional relationships, delivered presentations at investment seminars, and coordinated and attended community outreach, networking, and volunteering events. Investigated potential investment properties, negotiated, and finalized purchase contracts, and maintained all documentation for property purchases and sales.

Key Achievements:

- responsible for generating revenue of more than \$10 million in 12 months by forging strong connections with customers and selling over 115 homes for upwards of \$100,000.
- Recognized for procuring over \$5 million within one family rental property fund.
- received "Above & Beyond" excellence awards for exceptional performance.

SKILLS / Technical

- Revit
- AutoCad
- Microsoft Word
- Microsoft Excel
- Microsoft PowerPoint
- Adobe Acrobat
- Adobe Photoshop
- InDesign
- Google office
- Viz
- Sketchup
- Hand craftsmanship

REFERENCES

Julie Hargrove

Armstrong Flooring
A&D Market Manager

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E: jlhargrove@armstrongflooring.com

Carlie Cole

RS&H
Interior Designer

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Lisa Marston

OE&S
Lead Interior Designer

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Sean Gallagher

EF Contract flooring
Regional Vice President

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Volunteer Works | Organizations

- Tiny Hope's Children's home / Jamaica / USA /2019- July 2020 (postponed)
- IIDA International Interior Design Association /North Florida Chapter
VP of Professional Development 2020-present
- NEWH Orlando Florida Chapter/professional member/ 2018-present