Brianna Castillo

Closet Design Consultant

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SUMMARY

Closet design consultant with 4 years of design and sales for custom closets, pantries and garage storage. Able to work independently across a 40-mile territory, measuring each space, drawing 3D designs on site and closing the sale in one visit. Averages $5,200 per order with a 45% closing rate.

EXPERIENCE

Closet Design Consultant

06/2024 - Present

Hill Country Closet Systems

Austin, TX

Custom storage company with 9 design consultants and an in-house production shop.

- Run 10-12 in-home consultation appointments a week for closets, pantries, garages and home offices.
- Measure each space and build 3D designs in closet design software, presenting 2-3 options on a tablet.
- Convert **45%** of appointments into orders at a $5,200 average, above the team average of 36%.
- Record designs, deposits and install notes in the CRM so the shop cuts orders within 48 hours.

Design Sales Associate

07/2022 - 05/2024

Lone Star Home Organization

Round Rock, TX

Showroom selling modular closet systems and storage products.

- Drew SketchUp layouts for **150+** reach-in and walk-in closets from customer measurements.
- Advised 25 showroom visitors a day on shelving, drawers and finishes with patient customer service.
- Reworked space planning for small apartments, fitting double hanging and shoe storage into 5-foot closets.
- Earned the top quarterly sales rank 3 times in 2023 among 7 associates.

Store Associate

08/2020 - 06/2022

Barton Creek Home Goods

Austin, TX

Part-time role at a home goods and storage store while in college.

- Sold closet organizers, shelving and storage bins to 60+ customers per shift.
- Built endcap displays for seasonal storage resets that lifted category sales 12%.
- Referred 20+ shoppers a month to the in-store design desk for custom closet quotes.

SKILLS

- Closet Design
- 3D Design Software
- SketchUp
- Space Planning
- In-Home Consultation
- Measuring
- CRM
- Customer Service
- Work Independently
- Communication

EDUCATION

Associate of Applied Science

05/2022

Austin Community College

Austin, TX

Interior Design