Hannah Brooks

Design Consultant

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Summary

Design consultant with 4 years in home furnishings sales, now advising clients on full-room interior design at a premium furniture gallery. Turns showroom and in-home consultations into floor plans, quotes and orders, averaging $95K in monthly sales. Tracks every client in the CRM and follows each order through to delivery.

Experience

04/2024 - Present
Nashville, TN

Design Consultant

Belle Meade Furniture Gallery

Full-service furniture and design gallery with 3 Middle Tennessee showrooms.

- Lead 30+ showroom and in-home consultations a month, measuring rooms and sketching space planning options.
- Build design presentations with fabric, finish and lighting selections, closing 42% of quoted projects.
- Generate an average of **$95K** in monthly furniture sales, ranking in the top 3 of 14 consultants.
- Track appointments, quotes and follow-ups in the CRM, keeping a 90-day pipeline of 60 active clients.

06/2022 - 03/2024
Franklin, TN

Sales Associate

Cumberland Home Decor

Home decor and furniture store with an in-house design service.

- Served 40+ shoppers a day with friendly customer service on rugs, lighting and accessories.
- Supported the store designer on 20 room refreshes, pulling samples and preparing quotes.
- Tracked special orders in Microsoft Excel and called customers about delays before delivery dates.
- Grew add-on accessory sales **18%** by styling sample vignettes around top-selling sofas.

Skills

Interior Design • Customer Service • Space Planning • CRM • Microsoft Excel • Design Presentations
Furniture Sales • Microsoft Office • Communication Skills • Interpersonal Skills

Education

05/2022
Murfreesboro, TN

Bachelor of Science

Middle Tennessee State University
Interior Design

Certificates

02/2023

Certified Interior Decorator (CID)

Certified Interior Decorators International