Jordan Whitaker

SALES DESIGN CONSULTANT

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SUMMARY

Sales design consultant with nearly 3 years of in-home sales for custom window treatments and shutters across the Tampa Bay area. Runs 12-15 pre-set appointments a week, measures each room and helps homeowners visualize the finished interior design before they buy. Closes 38% of appointments with a $4,800 average sale.

EXPERIENCE

Sales Design Consultant

01/2024 - Present

Bayshore Window Fashions — Tampa, FL

Custom window treatment company with 18 consultants serving 6 counties; completed the 16-week paid sales training.

- Run 12-15 pre-set appointments a week, walking each home to assess windows, light and privacy needs.
- Measure and quote shutters, shades and drapery on a tablet, closing **38%** of in-home sales appointments.
- Present fabric and color samples with design visualization photos so clients see the finished room.
- Finished 2025 in the top 5 of 18 consultants with $610K in revenue, 22% of it from referrals.

Retail Sales Associate

08/2022 - 12/2023

Westshore Flooring Center — Tampa, FL

Flooring showroom selling carpet, tile and luxury vinyl to homeowners and builders.

- Guided 20+ walk-in customers a day through flooring samples and needs assessment questions.
- Prepared square-footage estimates from customer drawings and scheduled 60+ measures a month.
- Followed up on open quotes in the CRM, converting **30%** of quotes into installed jobs.
- Built repeat business with 15 local contractors through regular calls and sample drop-offs.

Leasing Consultant

09/2020 - 07/2022

Seminole Heights Apartment Homes — Tampa, FL

Part-time role at a 240-unit apartment community during college.

- Toured 15+ prospective residents a week and signed 9 leases a month on average.
- Staged 3 model units with furniture and decor that shortened average time to lease by 6 days.
- Answered resident calls and emails, logging every lead and follow-up in the property CRM.

SKILLS

In-Home Sales | Interior Design | Needs Assessment | Measuring and Quoting | Design Visualization | CRM | Window Treatments | Closing | Communication Skills | Relationship Building

EDUCATION

Bachelor of Arts

05/2022

University of South Florida — Tampa, FL

Communication