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Roblyn Powley

Summary

Currently studying Media & Communications at St. John Fisher College with a focus on web design and writing. An interior designer with a demonstrated history of sales, customer service, and marketing success in the residential and commercial design and construction industries. Experienced group collaborator, skilled in project planning and management, design, and marketing. Computer proficient (Mac/Windows, Office Suite, Google Suite, Adobe Creative Suite), and a quick learner.

Experience

St. John Fisher University – *Center for Sustainability Assistant (contract)*

February, 2020 - May 2020

- Copywriter generating all copy for redevelopment of Center’s website, preliminary programming within existing corporate template
- Assist in transitioning Earth Week 2020 events to virtual experiences due to pandemic

Pioneer Millworks, Farmington, NY – *Sales & Project Support*

February, 2010 - January, 2019

- Direct Sales to regional trade and retail clients, consulting with customers in person and by phone to design and select custom wood products for interior and architectural applications
- Support Outside Sales Team covering the East Coast, South East, Midwest, Rockies, and Southwest by working with colleagues and clients directly to guide selections and secure specification of Pioneer Millworks products in commercial and residential projects
- Coordinate with Production department on custom product and finish development, and material production scheduling
- Responsible for intra-company product sales, working with construction and millwork divisions to supply products for their clients and coordinate procurement of their services as subcontractors
- Wholesale product sales to Japanese distributors, coordinating container volume sales to a network of three distributors, product and sales support to their sales teams (2017-2019)
- Redesigned office and showroom space for headquarters expansion and renovation
- Assist marketing department with web copy, social media, and blog post

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Experience, cont'd

Vella Bath & Kitchen, Macedon, NY – *Showroom Manager/Project Coordinator*

2007 - 2010

- Work directly with clients to guide them through product selections for kitchen and bath remodeling projects
- Product selection for showroom displays, including functional culinary center and appliance boutique
- Coordinate construction schedule
- Work with installation team to oversee projects from idea to completion
- Collaborate with web-designers for the redevelopment of company website
- Design and produce all print promotional materials and publications

Best Tile, Rochester, NY – *Showroom Manager*

2005 - 2007

- Trained staff in products, materials, processes and sales techniques
- Organized company events, sales and promotions
- Managed the scheduling of showroom staff
- Directed employees in daily duties and optimum sales and customer service methods
- Ensured that all showroom guidelines and expectations were met or exceeded

Best Tile, Rochester, NY – *Design Consultant*

2002 - 2005

- Assisted clients with product selections and layouts by providing both design service and technical information
- Coordinated projects with vendors, contractors and all end users
- Maintained a track record of excellence with competitive sales

Education

Bachelor of Arts - *Media & Communications*

anticipated May 2023

St. John Fisher University, Rochester, NY

Bachelor of Fine Arts - *Interior Design*

2002

Rochester Institute of Technology, Rochester, NY