

# JULIE GIRARD

## CABINET INDUSTRY EXPERIENCE

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### **Cloud Kitchens Flint, MI**

- Designed and sold high-end kitchens for remodeling projects
- Typical project range \$20,000+
- 20-20 Design software & hand drafting
- Cabinet lines – Wood-Mode – Brookhaven – Bertch Legacy – Mid-Continent

### **Gregory Kitchen & Bath Flint, MI**

- Designed and sold complete kitchen and bath remodeling projects
- Typical project range \$15,000 - \$45,000
- Specified cabinetry, countertops, appliances, plumbing, flooring, lighting, accessories, and wall coverings
- 20-20 Design and drafting software
- Cabinet lines - Kraftmaid – Wood-Mode – Brookhaven

### **Reliable Laminate Detroit Distribution Office**

- Territory Sales Representative – Chicago western suburbs
- Sold Pionite high pressure laminate and thick phenolic laminate to cabinet shops, point of purchase display manufacturers, countertop manufacturers
- Avonite Solid Surface distributor and certified fabricator

### **Cabinets America Charlotte, NC**

- Regional Sales Manager – Midwest Territory & Canada
- Supplier of drawer slides (concealed under mount, side mount, ball bearing), concealed and specialty hinges, connector fittings, and sliding door hardware to furniture, cabinet, and office furniture manufacturers
- Market and product development for Canadian office furniture industry

### **Riverview Products Company, Inc. Charlotte, NC**

- National cabinet and countertop manufacturer – Annual Sales \$35 Million
- Blue print take-offs and bid preparation for multi-family projects
- Computer generated plant cutting lists, shop drawings, specialty cabinet drawings
- Field installation manager – 9 installers – Kansas City Metro area

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## SALES EXPERIENCE

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- Proven sales abilities – a Closer
- Consistently a top producer
- Ability to quickly gain customer confidence and respect
- Sets short and long-term goals and achieves them
- Accountability to the bottom line and project deadlines
- Self motivated – Driven – Goal oriented

## PERSONAL

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- Team Player – Willing to go the extra step for the client and the company
- Able to keep clients and subcontractors at ease, avoid crisis, and overcome challenges and objections
- Quick to learn new methodology, procedures and products
- Married 6 years – Homeowner – No children
- Drug testable

## COMMUNITY INVOLVEMENT

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- Flint Area Girl Scout Council  
Co-Advisor Youth Leadership Council      1998 – Present
- Girl Scouts of the USA – Lifetime Member
- Junior League of Detroit – New Member Class of 2004