

PETER KTORI

AN EXPERIENCED, ACCOMPLISHED OPERATIONAL AND SALES PROFESSIONAL

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EXECUTIVE SUMMARY

An experienced, driven, and accomplished operational and sales professional, with a wealth of experience while working for leading, high-profile companies.

SUMMARY OF QUALIFICATIONS

- More than twenty-five years of top experience, holding positions of increasing scope and responsibility.
- Strong background in many areas including sales management, showroom management, team building and leading, staff training and development, client account management, project coordination, stakeholder relationship management, brand development, event planning, and client relations.
- Hard-working and driven, while highly-experienced in all aspects of day to day business operations, and is proven in managing efficient operations which meet all bottom-line expectations.
- Adept in establishing and cultivating successful, long-term client and industry relationships, and is committed to attaining high levels of client satisfaction, loyalty, and retention.

PROFESSIONAL EXPERIENCE

BOFFI, Los Angeles, California

Showroom Manager (2008-Present)

Directly responsible for managing day to day showroom operations, training and supervising support staff, workflow coordination, monitoring team performance, client relations, and handling various special projects.

Selected Accomplishments, Projects and Initiatives:

- Has managed smooth and efficient showroom operations, and reports directly to Boffi USA CEO.
- Works with architects, designers, developers, and vendors to ensure that all project goals are met.
- During tenure in position, has presided over consistent year-over-year sales growth.

BOFFI SOHO, New York, New York

Project, Design & Sales Manager (2005-2008)

Responsible for managing sales operations, project management, design work, monitoring project progress, staff training and supervision, and client relations. Oversaw the sales, creative design, and installation of Boffi kitchens and bathrooms to a diverse clientele.

Selected Accomplishments, Projects and Initiatives:

- Presided over a sales operation which consistently met all companywide expectations.
- Involved in all aspects of projects management, and saw all projects to their successful completion.
- Spearheaded sales of \$2 million in 2007, greatly exceeding expectations.

ALTERNATIVE PLANS (Representing Boffi), London, United Kingdom

Designer/Sales Executive (2003-2005)

Responsible for design services sales, design work, project management, project timeline development, client relations, and other industry-related functions. Worked closely with architects, interior designers, property developers and private clients to ensure smooth transition from brief to installation.

TSUNAMI (Representing Minotti Cucine), London, United Kingdom

Designer/Sales Executive (2000-2003)

Responsible for design consulting, sales of design services, project management, and all aspects of client relations. Promote new Minotti designs, and was a top sales producer. Worked closely with architects, interior designers, property developers and private clients to ensure a smooth and efficient installation process.

Additional Experience:

- *Designer/Sales Manager*, Fulham Kitchens (Representing Binova Kitchens), London, U.K.(1996-2000)
- *Design/Sales Consultant*, Contract Kitchen Projects, London, U.K. (1990-1995)

EDUCATION

- Bachelor of Arts in Interior Design, Confirmed by Radford University, Radford, Virginia

HONORS AND AWARDS

- Two-Time Winner, South West Regional, Subzero Wolf Appliances Design Competition

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