

Susanna Sanford Knight

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Executive Profile & Experience

Award-Winning Sales Executive With International Sales Experience, Hands On, Goal Driven, Results Focused With Extensive Experience And Documented Success In A Variety Of Challenging Diverse Market And Product Segments In Multiple Industries.

Skill Highlights

- . Sales Leadership & Analysis
- . New Business Development
- . Operation Startup
- . Interior Design
- . Project Manager
- . Project Planning
- . Facility Management, Activity Equipment Analysis, Departmental Analysis, Purchasing
- . Budget Administration
- * Certified Minority Vendor For The State of Fl.
- * Certification Florida Dept. Elder Affairs, Assisted Living Facility, University Of South Florida
- * Certified Nursing Assistant For The State Of Fl.
- * Certification of HIV/Aids & Infection Control , Residence Needs/Activities of Daily Living, Alzheimer Disease & Related Disorders
- . Account Management
- . Multi Unit Operation Skills
- . Out Sourcing Skills
- . Administration
- . Excellent Communication
- . Over See & Coordination of Receiving, Delivering And Installation of Furniture
- . Experienced Knowledge Of The Furniture Industry
- * Certification for Med-Tech
- * Certificate for CPR+ AED
- * Certificate for Safe Food Handling, Wandering & Elopement, Major Incidents & Emergencies

Core Accomplishments

Spearheaded new business for clients in underdeveloped regions for Herman Miller, Westinghouse ASD and Sunar Hauserman. Achieved top sales person awards for Herman Miller and Westinghouse ASD and was "Rookie Of The Year" for Sunar Hauserman. Created, Implemented and Managed Business Interior Systems, International Office & Residential Interiors and International Office Interiors. Experienced at selling National and International accounts. Developed and managed large clients such as Texas Instruments, Los Alamos Scientific Lab, Hewitt Packard, Fox 35 T.V. Barnet Bank and BB&T along with many other National and International accounts.

Professional Experience

Certification for Florida Department Of Elder Affairs Assisted Living Facility May 9, 2013

I recently completed the core study and passed the State Test and have worked as a Certified Nursing Assistant for the last two years to get experience with the sick and elderly

Arcadia Home Care & Staffing March 2013 to Present

C.N.A. for several private duty cases including quad patients and private duty for Doctor John Reach until his death. Duties included taking vitals, oxygen, emptying urinals and the duties of daily living and identifying changes in health including putting him on oxygen and putting him in the hospital and taking care of and contacting Hospice at the end of his life.

America's Best Caregivers- September 2012 to Present

Presently on private duty 24 hour case for elderly women just out of Hospice. I work 4 days a week. Duties included vitals, completely taking care of her activities of daily living, nursing her back to health, toileting, changing depends, dressing, errands, doctor appointments, assisting with medications, cooking, cleaning, and entertaining company.

Home Sweet Home Assisted Living-Palm Coast, Florida-August 2011 to June 2013

Certified Nursing Assistant as a PRN (AS Needed). I was a care giver and became a C.N.A. In June of 2011 and completed many certifications such as a Med-Tech, First Aid and CPR+AED along with many other certifications. I took care of six women, duties included vitals, assisting medications, cooking, cleaning, bathing, dressing, toileting, and activities of daily living..I still PRN when needed and available.

IORI-International Office & Residential Interior's, inc. - April 23, 2011 to Present

Sales and Marketing Consultant for Interior Design and Facility Management for Commercial Facilities, Health Care, Banks, Colleges and Residential Projects. IORI Specifies and purchases furniture, space plan, supervise, receive, deliver and Install furnishings for complete, interior, turnkey solutions. Also, I market and network with Architecture, Design firms to generate business and assist them with specification's and marketing to end users as a team on projects, working with their project managers and contractors.

Ashley Furniture Home Store – January 25th 2010 to April 23, 2011:

Furniture and Décor Specialist, responsible for selling furniture, accessories, bedding, following up with clients regarding deliveries and sales through correspondence and telephone calls, maintaining the showroom, consulting clients with decorating through drawings and appointments and promoting advertisements through correspondence and telephone calls. My first full month with Ashley, I sold over \$72,000.00 and over \$86,000.00 in sales for the month of December 2010. I was number one in sales my last week at over \$20,000.00 for the week and won the Mattress and Best Team award for the month of April. I left Ashley Furniture due to the work schedule and to consult and design two Medical Facilities.

International Office Interiors- April 24th 2002 to December 31st 2009:

Owner/Sales Manager of an interior design, consulting, furniture, dealership which was capable of specifying and purchasing office furniture, systems furniture, filing, seating, carpet, wall covering, accessories, artwork, receive, deliver, install, and warehouse of interior furnishings. Also, IOI is involved in feasibility studies, activity equipment analysis, departmental analysis and facility management and marketed to the end user and architectural design community.

VIB Group Grim Bergen Belgium- October 2000 to April 2002: Export Manager representing three manufactures of high end custom wood working, metal and laminate case goods and custom furniture, doing design and complete turnkey interiors under the VIB Group, covering and researching the Florida, USA territory. My responsibility was to travel between the United States and Belgium doing research and feasibility study on whether their company should open an office in the USA. This opportunity afforded myself and VIB a win, win collaboration for them to have my expertise with my design/furniture background in the Florida market and for me to be able to relocate back to Florida.

International Office & Residential Interiors- January 1992- Sept. 2000: Owner/ Sales Manager of an office furniture dealership, responsible for marketing business, closing sales, directing specifications of furniture, design presentation and following up on installations. Due to a recent marriage to a man from Belgium I relocated to Belgium, Europe.

Business Interior Systems- October 1984 to January 1991: Owner/Sales Manager of a furniture dealer, responsible for marketing business, closing sales, directing specifications of furniture, design presentation and following up on installations and deliveries. I left Business Interior Systems for a better opportunity with financial investors and expand with International Office & Residential Interiors.

Sunar Hauserman- May 1983 to October 1984: Direct manufacturer's representative. My job function was to target future clients, give sales presentations to prospective end users, educate the architectural design community on the product lines and close business. I ended my first year with Sunar Hauserman as Rookie of the year doing 1.5 million in sales.

Westinghouse ASD- October 1979 to May 1983: Regional Sales Manager for the Rocky, Mountain, territory, which consisted of Colorado, Texas, New Mexico and Wyoming. My job function was to educate office furniture dealers and the architectural design community, target potential large end users, service and sell national accounts and close business. During my time with Westinghouse, my territory ranked 2nd highest in sales volume for the United States.

Herman Miller Furniture- January 1979 to September 1979: Territorial Manager for the Detroit Michigan area responsible for training the office furniture dealers, architectural design community and end users on systems furniture and locating prospective large end users. I received a bonus for accomplishing my sales and training goals.

Madison Furniture- October 1976 to January 1979: Manufacturer's sales representative for the states of Michigan and Ohio. My job responsibility was to educate and sell office furniture to office furniture dealers, distribute and update literature and service any problems that might occur due to freight damage or other circumstances.

J.B. Van Sciver- September 1974 to October 1976: Interior Designer for the contract department of a retail furniture store responsible for space planning, writing furniture specifications and designing of boards for sales people to assist them with their presentations to the prospective client.

Education

**University Of South Florida, Tampa Campus : Florida Department of Elder Affairs
Certificate Of Achievement For “Assisted Living Facility” May 9th 2013**

**myALFtraining.com: ALF Core Training Pursuant to 58-5.0191 FAC Staff
Training: April 24, 2013 General License Activity, Administration of an ALF,
Residency Cycle, Records, Medication Management, Person Centered Care,
Enforcement Activities, Residence Rights, Special Needs Populations, Food Service,
Personal Care Services and Common Diagnosis.**

**Care 2Learn: March 30, 2013: Medical Record Documentation & Legal Aspects to
Nursing Assistants in Florida (P1161), HIPAA Privacy Standards for Everyone
(P1035AD), Alzheimer’s Disease & Related Disorders (ADRD) for Homecare
Workers (P1201), Infection Control Basics (1062), Dementia Care: Helping Families
& Friends (P1128), Domestic Violence In Service (P1032), Dementia Care: Music &
Art Interventions (P1145), Dementia Care: Staying Busy with Activities for
Residents with Memory Problems (P1088), Basic Food Safety & Serving (P1121),
Tuberculosis (P1152), OSHA Ergonomics: Lifting & Moving for Home Health &
Hospice (USS-10200H) Medical Error prevention & Safety for CNAs (P1159),
Communication: Can You Understand Me? (P1022).**

Halifax Academy For Caregivers: Certificate for skills for C.N.A. May 18, 2012

**State Of Florida Department Of Health Division Of Medical Quality Assurance
Certified Nursing Assistant License # CNA 264160 Expiration Date 12/31/2013**

**Vanguard Pharmacy Omnicare ALF Education Curriculum, Florida Board Of
Nursing Provider # 50-2112 Education Certificate Of Completion: June 21, 2012
Med-Tech Assistance with self –administered medications, Residents rights &
Abuse, CPR=AED, First Aid, Safe Food Handling, HIV/AID, Wandering &
Elopement, Major Incidents & Emergencies and Resident Needs/Activities Of Daily
Living.**

**LaSalle University
Chicago, Illinois, USA
Interior Design Degree**

**University Of Delaware
Newark Delaware
Art Major**

**Brandywine High School
Wilmington, Delaware
College Prep
High School Diploma**

Born

Chisleton Highworth Wilkshire, England. My father was in the US Air Force for thirty years, which is why I was born in England. I am a US citizen.