Yelena Utyuzh

utyuzh.yelena@gmail.com | (847) 463-0374 | Oceanside

PROFESSIONAL SUMMARY

Interior design and home staging specialist with a proven background in custom closet sales and in-home consultations. Known for creating practical, stylish solutions that meet client needs while driving revenue and improving property presentation. Skilled in space planning, design presentation, and closing high-value sales.

EDUCATION

Chaffey College, 2023
Associates of Science: Interior Design - May 2023
Certificate of Interior Design - December 2022

Southern Illinois University Carbondale, 2017
Bachelor of Science: Biological Sciences/Minor in Chemistry

PROFESSIONAL EXPERIENCE

Lead Designer - 1St Stage Property Transformation **May 2023 - Present**

- Successfully staged over 550 homes across Southern California
- Collaborated with real estate agents, homeowners, and developers to understand their staging needs and objectives for different properties including: residential, model homes, and occupied residencies
- Implemented innovative design concepts, trends and staging techniques to differentiate properties in the market to drive buyer interest
- Selected and procured furniture, accessories, artwork, and decor items to complement the design vision and budget constraints
- Oversaw the installation and arrangement of staging elements to maximize space utilization and aesthetic impact

Executive Senior Designer - Closets by Design **July 2021 - Present**
Senior Designer January 2021 - June 2021
Certified Designer August 2020 - December 2020

- Sold 100K+ for four consecutive months surpassing the company's monthly goal
- Managed client portfolios in Riverside, San Bernardino and Orange County
- Designed clients organizational needs using a logical, analytical and creative approach to problem solving
- Accurately measured, designed, and hand drafted custom cabinetry, closets, garages, media centers, home offices, and other storage solutions
- Successfully closed high-value sales during single-visit consultations by clearly communicating design solutions and value
- Delivered exceptional customer service, earning positive reviews and repeat clients through clear communication and professionalism.

SKILLS

- Staging & Home Styling
- Interior Styling & Accessorizing
- Strong Attention to Detail
- Space Planning
- Project Management
- Problem Solving
- Design Concept Development
- Furniture Selection & Placement
- Solution-Based Selling
- Client Consultations

Software Programs: AutoCAD, REVIT, SketchUp,Chief Architect, Home Styler, 2020 Design Live