

R E S U M E

Anna Mangione

**BUSINESS DEVELOPMENT
PROFESSIONAL**

Commercial Interiors Specialty
15+ Years Industry Experience



PHONE
615 606 1148

EMAIL
annakmangione@gmail.com

SOCIAL PROFILE
www.linkedin.com/in/awilt

Anna Mangione

PHONE
615 606 1148

EMAIL
annakmangione@gmail.com

BUSINESS DEVELOPMENT
PROFESSIONAL
Commercial Interiors Specialty

WORK EXPERIENCE

Specialty Construction Consultant & Business Development Manager

DIRTT Construction Systems | Nashville, TN

South Carolina Territory '20-21, Tennessee Territory '21-current

Anna is the local representation for DIRTT Construction Systems in Tennessee. She supports two distribution partners in the state, AWC Construction Services in Nashville and APG Engineered Solutions in Memphis. With her extensive knowledge & relationships in the construction industry she provides creative and innovative solutions using DIRTT's construction system to clients, A&D, and GCs..

2020-Current

- ICE Reality Demos
- Partner Development & Support
- Business Development
- Market Strategy
- Process implementation for new partner on-boarding
- Develop relationships and engagements with A&D, GCs, and other project stakeholders

VP Business Development

Office Interiors of SC | Greenville, SC

Anna is the Vice President of Business Development for Office Interiors' new South Carolina office. As past District Manager at Teknion for The Carolinas, Anna brings extensive knowledge & relationships to the Office Interiors' team. She has a strong background in commercial interior design and furniture sales creating the ideal VP. Because of her special focus on sustainability & wellness, she has been appointed Officer of Sustainability.

2019-2020

- Go-To-Market Strategy build-out, implementation, & maintenance
- Develop relationships with A&D, GCs, and other project stakeholders
- Hire, inspire, and lead sales team
- Oversight of new showroom design and construction

District Manager of the Carolinas

Teknion | Based in Raleigh, NC

Teknion's liaison for the Carolinas, Anna Mangione, is responsible for managing the client and dealer-partner's experience with Teknion. She works closely between the project team and her internal team to allocate resources that ensure total project success. She values establishing long-term relationships by earning trust throughout the project with open, regular, and accurate communication.

2015-2019

- Manage dealer BD efforts
- Gain market share & increase sales
- Conduct dealer, end user, & design firm presentations, training, & events
- Conducted Change Management Workshops
- Certified to give WELL CEU

Account Manager | Interior Designer

Edge Office | Raleigh, NC

With a background in design, Anna curates creative furniture solutions for a variety of commercial spaces. A consultative approach to her process ensures client priorities are realized in the functionality and long-term use of their space.

2012-2015

- Create project opportunities by calling on corporations & higher education institutions
- Cultivate and maintain relationships with A&D, commercial real estate, & PM firms to drive sales.
- Gain sales volume by driving specifications on A&D proposals
- 107% of sales goal for '15 achieved by September.
- Manage projects from design development



Anna Mangione

PHONE
615 606 1148

EMAIL
annakmangione@gmail.com

BUSINESS DEVELOPMENT
PROFESSIONAL
Commercial Interiors Specialty

EDUCATION

Virginia Commonwealth University

- 2003-2007
- BFA Interior Design

SKILLS

Professional:

- Outside Sales Strategy
- Commercial Design & Construction Background
- Leadership Experience
- Training, Coaching, Mentoring Abilities
- Business Process Improvement Strategy
- Project Management
- Change Management Consulting
- Relationship Building
- Presentation/Public Speaking
- Proposal Development

Technical:

- Salesforce
- Microsoft Office Suite
- Adobe Creative Suite
- AutoCad & SketchUp
- ICE Reality - Specification & VR software

PERSONALITY

Traits:

- Active Listener
- Natural Leader
- Problem Solver
- Prolific Communicator
- Detail Oriented
- Extroverted
- Organized

CLIENT REVIEWS

STEPHANIE TUNZO

CHIEF CREATIVE OFFICER | POINTSOURCE

"Anna was fantastic to work with, across two major projects and multiple phases, building out 10k, 2k, and 24k sq ft spaces. Building out a new space is stressful, and personal. Anna is so approachable and easy to talk with. She has creative ideas, and is receptive to adapting to fit your style and budget. When things get tough, which they definitely will in any project, Anna is always available and helps solve problems and keep everyone calm. The best testament to Anna's abilities and personality is how readily I would work with her again on any future project."

KERRY SAUNDERS

VP AND MARKETING DIRECTOR | NAI CAROLANTIC REALTY

"I haven't met anyone that likes to move their business...especially while also trying to do their job. At NAI Carolantic, we had the opportunity to move our offices and completely re-design our work environment to make it more engaging, collaborative and state-of-the-art. The firm we chose to help us with our furnishings was Edge Office. This is the second time in eight years we have engaged this highly respected and innovative firm, and that alone should tell you something. They have an outstanding team, but I wanted to specifically comment on Anna Mangione, Account Manager and Interior Designer. First, she listens to gain an understanding of your business and your goals. She is innovative, presenting new ideas and a variety of solutions to improve your working environment. She pays attention to detail and is patient, helping manage everyone's expectations and collaborates well with IT, electrical, and other vendors. She is diligent, following up on every detail and is not satisfied until you are satisfied ... and finally, Anna is honest, friendly and simply fun to work with!"

CAROLYN PALMERI

RTP SITE STRATEGIC PLANNER | IBM

"Anna has been wonderful to work with. I lean on her for her design sense, knowledge of the products, and understanding of the latest in workplace interior innovation. She has a vast knowledge of the industry, and was able to apply that knowledge to what works best to support our mission."



ANNA MANGIONE

1067 Nealcrest Circle
Spring Hill, TN 37174

615 606 1148

annakmangione@gmail.com

