

Audrey E. Lochiatto
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Experience:

- 1989 to present** **CORPORATE IMAGE INTERIORS (CII)**, Exeter, RI, Owner
Independently expanded installation company into sales and services to include: Retail dealer for distributors and manufacturers of office furniture and systems furniture. Commercial interior design, commercial space planning, and commercial interior consultation. Real estate broker for ten years.
- 2009 to 2012** **THE GREEN STORE** - Owned and operated small retail store. Offered new and used office furniture; new gifts and greeting cards. Used items on consignment. Worked CII from this locale.
- 1986 to 1988** **CORPORATE IMAGE INSTALLERS (CII)** MA, Owner
Prepared business plan for feasibility and execution of new office furniture installation company in RI. Plan included: Market research, advertising, customer development and maintenance. Sold services and operated company as managing partner for two years.
- 1979 to 1987** **OFFICE PRODUCTS DEALERS**, Sales and Marketing Representative, Boston and Providence.
Represented MacIsaac Office Products and Paramount Office Products by identifying, contacting, qualifying, developing, selling, and growing sales of office products and office furniture to various businesses.
- Accomplishments during nine year period:
- 1st Place Award among twenty-two sales people in a year long furniture sales promotion
 - Sales increase for territory from \$0 to \$250k
 - Assisted in opening, organizing and staffing of Rhode Island office for MacIsaac Office Products
- 1978** **COMPUTER DESIGN AND APPLICATIONS, INC.**, Assistant to VP Marketing, Waltham, MA
Maintained sales and client correspondence files. Assisted in preparing advertising and sales promotion documentation. Monitored and reported on progress of marketing programs.
- 1975 to 1978** **N.E. AFFILIATE, AMERICAN DIABETES ASSOCIATION**, Office Manager, Newton, MA
Began employment as secretary and then promoted to office manager within one year.
Responsibilities included:
- Delegated assignments of staff of eight
 - Published a bi-monthly newsletter
 - Published a library and literature directory
 - Organized and prepared materials for educational seminars
 - Prepared materials and reports for monthly executive meetings
 - Received citation for outstanding dedication and service February 2, 1978
- 1973 to 1974** **RAYTHEON COMPANY**, Secretary, Waltham, MA
Secretary to three manufacturing managers.

Education:

RISD, Interior Design courses
University of Rhode Island. Attended evening classes for Business Administration.
Katherine Gibbs School, Boston, MA, 1973 Graduate

Interests:

Exeter Conservation Commission. Appointed Commission member for six years
Exeter Animal Shelter – Chairwoman, 1998 & 1999
Volunteer Wildlife Rehabilitation
The Business Network. Co-founded business networking group.
Board of Governors. Boone Lake Association - elected governor
Liaison. Boone Lake Improvement Assoc. and URI Water Quality Demonstration Project.