

Rhiannon Gibson

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Summary

Highly motivated and results-oriented professional with 15+ years of experience in hospitality interior design, seeking to leverage a strong understanding of client needs, project management, and relationship building into a Sales Representative role. Proven ability to articulate complex ideas, negotiate effectively, and achieve project goals. Eager to apply transferable skills in a dynamic sales environment.

Experience

Owner/President - Hospitality Interior Design

Lagom Interiors LLC | Atlanta, GA | March 2013 – *Present*

- Led design for multi-year projects from concept to completion, managing client expectations and ensuring project adherence to budget and timeline.
- Developed and delivered compelling presentations to clients, effectively communicating design concepts and securing project approvals.
- Cultivated strong relationships with vendors and suppliers, negotiating favorable terms and ensuring timely delivery of materials.
- Collaborated with cross-functional teams, including architects, contractors, and owners, to achieve successful project outcomes.
- Managed multiple projects simultaneously, demonstrating strong organizational and time management skills.

Contract Senior Designer / Project Manager

Habachy Designs | Atlanta, GA | April 2013 – June 2013

- Designed a luxury champagne lounge in New Orleans with Michael Habachy.

Project Designer

Blackdog Studio | Atlanta, GA | Dec 2012 – Feb 2013

- Supported FF&E selections and specifications for Starwood brand hotels.
- Created design packages for both new build and renovation project.

Senior Designer / Project Manager

Monolith Hospitality | Alpharetta, GA | June 2008 – Nov 2012

- Led design and project management for interior renovations in hospitality properties.
- Presented design concepts and collaborated with vendors and contractors.

Education

Bachelor of Science in Interior Design (*Cum Laude*)
Art Institute of Atlanta | 2008

Skills

Client Relationship Management

- Built and maintained long-term partnerships with hotel owners, developers, operators, and brand representatives.
- Responsive, communicative, and proactive in anticipating client needs.

Vendor Relations & Hospitality Product Knowledge

- Deep understanding of hospitality-grade materials, textiles, casegoods, and lighting.
- Strong relationships with reps and manufacturers; collaborated on custom product solutions.
- Served as liaison to ensure product suitability and procurement timelines.

Brand Standards & Specifications

- Expert in Hilton, Marriott, Hyatt, and IHG brand standards.
- Experienced in brand submittals, specs, and approval processes.

Hospitality Industry Expertise

- 15+ years of experience with award-winning hospitality design projects.
- Up-to-date with trends, guest expectations, and product performance.

Project Management & Coordination

- Managed projects from concept through completion.
- Coordinated with clients, architects, procurement, and GC teams.

Business Development

- Grew boutique firm through proactive outreach, referrals and repeat business.
- Attended trade shows and industry events to generate leads.

FF&E Knowledge & Procurement Collaboration

- Expert in specifying durable, brand-compliant, and budget-conscious FF&E.
- Collaborated with procurement agents on product specs, sourcing, and deliveries.

Sales & Design Presentations

- Delivered persuasive design presentations to diverse stakeholders.
- Expert at crafting and delivering compelling presentations that communicate design vision, brand alignment, and product benefits.
- Proficient in Microsoft Office Suite, AutoCad, SketchUp, and physical material boards.
- Confident in one-on-one and group presentation settings—virtual or in-person.
- Proven ability to 'sell the vision' and gain client and brand approval.