

PATRICIA L. ZENO

57 CORNHILL STREET/ANNAPOLIS, MD 21401
(410)268-9048 Cell (410)703-1125

PERSONAL/EDUCATION

- Grew up in Akron, Ohio
- Graduated from University of Akron, 1974, with a B.A. in History and a minor in Art
- Married to Frank G. Parent since May, 1988
- Lived in Pasadena, CA from 1988 to 1994. During that time we bought and renovated a 1908 Craftsman house in Historic Highlands, a now designated Historic area
- Moved to Annapolis in 1994. In 1995, we bought, live in, and extensively renovated the McCusker House at 57 Cornhill Street. It is one of the oldest houses on the street. Our house has been featured twice on the Historic Annapolis Candlelight Tour.

WORK HISTORY:

I have spent the past 30 years employed in the Furniture Industry.

- 1974-1977 Interior Designer, Akron Ohio
- 1977-1994 Furniture Buyer for Joske's Department Store in Dallas, Texas, where I ran a 5 million dollar business and J.W. Robinson's in Los Angeles, CA where I ran a 10 million dollar business
- 1994-1995 Store Manager – Woodward and Lothrop's Home Store, Bethesda, MD where, again, I ran a 10 million dollar business
- 1995-present Self-employed as a Manufacturer's Representative, representing, in the MD/DE area, various furniture manufacturers and selling to retail stores and interior designers

CIVIC INVOLVEMENT:

- Active member of St. Anne's Episcopal Church
- Member Historic Annapolis
- Member of Ward One
- Member Friend's of the Annapolis Symphony
- Started and maintain a Cornhill Street neighbor's group. The purpose of this group is to 1) keep the Cornhill Street homeowners informed of any activities involving the street and 2) develop a cohesive neighborhood association

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37 Cornhill Street · Annapolis, MD 21401 · (410)573-1071 / Fax (410)573-1934

OBJECTIVE: Independent Sales Representative**BACKGROUND SUMMARY:**

Extensive and diversified experience in the home furnishings industry, including sales management, wholesale sales, and retail merchandising. A determined and creative problem solver with a proven record of success. Proficient in planning, developing, and implementing marketing plans to achieve business goals. A self-starter who thrives on working with and motivating people.

WORK ACCOMPLISHMENTS:

MANUFACTURER'S REPRESENTATIVE July 1995- Present

Represent Sam Moore and Bradington Young (since April 2007) in the Northern Virginia, DC, Maryland, and southern Delaware territory. Represent Charleston Forge and Furniture Classics in the above along with all of Virginia. Represented Leda Casegoods from 2000-2002.

* Targeted, opened, and sell key retailers Belfort, Gallahan's, Danker's, Hamilton's Sofa Factory, Johnny Janosik's, Haynes, Willis Wayside, Shofers, Gladhill's, Gardiner's, Classic Interiors, and Casual Design amongst others. In addition, sell to major design firms such as Martha Child Interiors, Model Home Interiors, and Builder's Design.

REGIONAL MERCHANDISE MANAGER October 1994-July 1995
HOME DIVISION
WOODWARD & LOTHROP

- * Developed individual store merchandise assortments
- * Planned and implemented in-store presentations
- * Trained area managers in merchandising and selling techniques

STORE MANAGER July 1994-October 1994
BETHESDA HOME STORE
WOODWARD & LOTHROP

- * Managed the Bethesda Home Store, Woodward & Lothrop's free-standing furniture store/interior design studio/oriental rug gallery

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MANUFACTURER'S REPRESENTATIVE:

- * CAPEL, INC. (Floor Coverings) 1989-1994
- * Represented company in Southern California, Arizona, New Mexico, and Southern Nevada.
- * Increased sales in territory 93%

HIGHLAND HOUSE FURNITURE

1991-1994

- * Increased sales 25%

PREVIEW FURNITURE

1990-1992

- * Increased sales by 18%

BUYER

1986-1988

J.W. ROBINSON COMPANY

- * Merchandised and bought medium to upper-end upholstery, imports, occasional furniture for Southern California Department store chain
- * Increased sales 38% over 2 1/2 year period
- * Awarded "Buyer of the Year" for sales and gross margin increase - 1987 and 1988

BUYER

1982-1986

JOSKE'S

- * Merchandised and bought casegoods, upholstery, and occasional furniture
- * Awarded "Buyer of the Year" for sales and gross margin increase - 1983 and 1984

ASSOCIATE BUYER

1977-1982

**FURNITURE DIVISION
HIGBEE COMPANY****INTERIOR DESIGNER**

1975-1977

J. WARNER LTD.

- * Assisted president of residential design firm
- * Developed own customer base

EDUCATION:

BA, University of Akron, Akron, OH 1975

References Upon Request