

Megha Gupta Jain

"A design enthusiast, I enjoy problem-solving & re-inventing spaces where world can live, work and exist better.."



Interior Design -
Manager / Consultant

PROFILE SUMMARY

- **Post Graduate in Industrial Design with more than 9 years of professional interior design experience;** Includes 6+ years of GCC experience in space planning, designing, project management and execution of home staging projects
- **Consistently ranked among Top 2 designers across all Ethan Allen studios in Middle East** for record-breaking yearly sales and delivery performance
- **Rendered bespoke design services on prestigious residential and turnkey projects** for leading real estate developers in UAE
- **Designed and delivered functional and inspiring solutions** to meet the client's needs, while balancing aspects of design aesthetics, project budgeting and scheduling consideration
- Proven expertise in **driving commercial strategies and boost sales** through revitalizing store displays and value-added design offerings
- **Furnished design ideas** using mood boards, presentations & plan-elevation drawings in Auto-CAD and related software's
- **Managed suppliers & contractors** for execution on building services and installation of furniture, fixtures, furnishings and surface finishes

WORK EXPERIENCE

EDUCATION

Interior Design & Styling
JD Campus London
2014-2015

Masters in Industrial design
Majors - Product Design
MIT Institute of Design
2006-2008 Pune (India)

Bachelor of Commerce
Ness Wadia College
2003 -2006 Pune (India)

DESIGN PROFICIENCY

Concept Ideation
Mood Boarding
Interior Styling
Color & Material Sense

SOFTWARE SKILLS

AutoCAD, Photoshop
Illustrator, CorelDraw
MS Office Suite

Interior Designer

Freelancing Projects

United Arab Emirates

Dec'16 – Jan'19

- **Managing the complete project lifecycle** for floor-to-ceiling design or makeovers on residential spaces, ensuring high quality finishes & exceptional customer service
- **Designing functional and inspiring solutions** to meet the customer needs, while balancing aspects of design aesthetics, project budgeting and scheduling consideration
- Projects ranged from **high-end luxury villas to mid-sized residential apartments** for clientele from diverse set of nationalities (Asian, GCC Nationals and Western Expats)

Interior Design Consultant

Ethan Allen UAE, Al-Abbar Enterprises

United Arab Emirates

Oct '14 – Nov '16

- **Solicited new business worth AED 15Mn+** yearly on all commissioned projects; **Consistently ranked among Top 2 designers across all Ethan Allen studios in Middle East** for record-breaking yearly sales and delivery performance
- **Rendered bespoke design services on prestigious residential and turnkey projects** for leading developers as Nakheel, Emaar, DAMAC, ENSHAA, DPG
- **Featured as 'Ethan Allen Lead Designer'** in company's annual design journal and projects consistently featured across all Ethan Allen UAE social media handles
- **Rendered functional & esthetical floor plans** using Ethan Allen Room Planner or/and AutoCAD illustrations
- **Modelled mood board/material board presentations** to clients (displaying furniture pieces, fabric & wood samples and accessories)
- **Selected & customized** upholstery, finishes, paint colors, draperies, wall covering, lighting, area rugs, art work and accessories **based on client's lifestyle and needs**



Design & Decor Manager
United Furniture Group

United Arab Emirates
Aug '12 – Oct '14

- Demonstrated commercial drive by **initiating the design services delivery model as an additional revenue stream** for the company; Instrumental in winning more customer business through lead conversion of design-service related enquiries
- Established and maintained **contacts with potential clients to gather their design & décor needs**
- Strengthened **visual appeal of the shop floor through use of new concept lines** (such as combination of colors, textures & themes) to constantly revitalize the store displays
- **Formulated schematic designs and client proposal** which included floor plan, furniture layout, mood-boards, product specs, space planning and FF&A selection
- Ensured that key interior design factors such as space planning, FF&A layout & utilization, color scheme among others are adhered to in all ongoing projects
- Key projects include store redesign of UF retail flagship stores in Dubai/Sharjah, complete refurbishment of UF Office systems and 12+ residential clientele design projects

Stylist & Design Consultant
Freelancing Projects

UAE and India
Feb'11 – Jul'12

- Successfully **completed over 16 residential & 2 commercial home** improvement projects providing interior styling solutions across Pan-India & Dubai
- **Managed all aspects of interior design project** from schematic designs phase through installation to project delivery and closure
- Worked directly with sub-contractors to **ensure projects are well executed to deliver practical, visually appealing and aesthetic design** ideas.

Showroom Manager
KUKA Home - PCH Retail Limited

Bengaluru (India)
Sep '11 – Feb'12

- **Handled new store setup and visual merchandising** for Bangalore's exclusive KUKA Home showroom
- **Planned and executed concepts for window displays & mockups** - based on data derived from customer walk-ins, space planning and estimates and color coordination
- **Negotiated with vendors for setting up shop-in-shop** for carpets, artifacts, décor lighting & planters

Assistant Manager/Store Stylist
HomeTown, Pantaloon Retail India Ltd (Future Group)

Bengaluru (India)
Feb '09 – Sep '11

- Responsible for **Pan-India implementation of store layouts**, new design trends, fixtures and seasonal store displays for 13 Lifestyle format Stores (including Home Town and eZone)
- **Worked closely with store design, marketing, VM and sales teams** to build up an in-depth understanding of the product and future season range in each group and collection
- **Enhanced space management** by optimizing store planogram and displayed SIS merchandise as part of home décor to generate additional revenue
- **Trained and deployed store sales professionals** on product displays & design trends resulting in consistent merchandising at the front lines
- Conducted **weekly visits to all regional stores** to ensure that standards are being maintained & consistent focus on home furnishing displays, ease of navigation and more customer service