

CRISTALLE PERLA

ARCHITECTURE PORTFOLIO:



PROFESSIONAL SUMMARY

Bachelor's Degree in Architecture, complemented by a Master's in Construction & Landscaping, backed by 5 years of diverse professional experience. I have a robust foundation in architecture and graphic design, coupled with proficiency in 3D modeling and editing programs, and solid communication and negotiation skills that give me a foundation to perform in different architectural streams. Always willing to participate in experiences that offer new challenges.

WORK EXPERIENCE

CRISTALL-Ē, Architecture & Design | Founder

June 2021 - Now

DESIGN & REMODELING COMPANY

Started a freelance company focused on graphic design, 3D modeling & remodelations of existing spaces.

- Leading the client engagement process by conducting site visits, gathering measurements, and using the freehand sketch technique to showcase the client a 1st view of their vision, preferences, and desired materials.
- Utilizing expertise in SketchUp and Blender to integrate client input and develop detailed 3D models to show the final scene and AutoCAD to generate detail architectural plans, showcasing technical expertise.
- Providing clients with a detailed Excel budget chart that includes construction costs and market prices for materials, showcasing attention to detail.
- Overseeing all aspects of project execution, including space partitioning, installation of furniture and appliances, and final finishing touches, ensuring quality control and client satisfaction.

MEDICAL BILLING OPPORTUNITY - Sales | Miami, FL - Remote

May 2023 - March 2024

HIGH-TICKET SALES CLOSER

- Spearheaded the high-ticket sales division, consistently exceeding monthly sales targets by 20%.
- Cultivated and nurtured relationships with high-profile clients, resulting in a 40% increase in repeat business and referrals.
- Mastered communication and negotiation skills by presenting, selling and up-selling program packages from \$10,000 to \$25,000 USD getting a 15% commission.
- Utilized consultative selling techniques to understand customer pain points and needs, tailoring solutions that addressed their unique requirements.

PROJECT MANAGEMENT | Remote

June 2019 - March 2021

PROJECT MANAGEMENT COUNSELLING

- Guided college students in their project portfolio design, demonstrating strong knowledge in Adobe Illustrator and Adobe Photoshop, also communication and mentorship skills.
- Counseled students through the execution of Excel Management Charts such as 'budgets,' 'project profits,' 'cash flows,' and 'cost-benefit charts'; showcasing proficiency in data analysis and financial project acumen.

INVERSIONES QUIAR SAC. | Architecture Internship

August 2018 - August 2019

ENGINEER RESIDENT ASSISTANT

- Internship that placed me close to the Director of Construction, a 40 year industry veteran that drove me step by step through the pre-construction, procurement, construction and post-construction.
- Maintained regular communication with clients and stakeholders. Monitored construction progress on a weekly basis, demonstrating strong project management skills and ensuring timely achievement of project milestones.

ADDITIONAL EXPERIENCE

- **TOSCANA DIVINO** | **BAR MANAGER, Hospitality Operations** - Miami, FL
August 2022 - November 2023
- **DEER VALEY RESORT** | **Customer Assistance, Hospitality** - Park City, UT
December 2019 - May 2020
- **WINTERGREEN RESORT** | **Income and Sales Supervisor** - Wintergreen, VA
December 2016 - May 2017

CONTACT

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EDUCATION

ARCHITECTURE MASTERS Construction & Urban Planing

INTERNATIONAL RIBA ACCREDITATION
2022 - 2024

ARCHITECTURE BACHELOR'S Universidad de Lima, Peru

INTERNATIONAL RIBA ACCREDITATION
2015 - 2021

REVIT CERTIFICATE EADIC INSTITUTE

Autodesk Certification - Revit
No. 1M7657MF73

Eadic Certification - Revit
CERTIFICATE BIM

TOEIC International English Test

SKILLS

- AutoCAD 2D
- ArchiCAD
- Revit
- Sketch Up
- Adobe Ps
- Adobe Ai
- Adobe Id
- Adobe Pr
- V-Ray
- Lumion
- MS Project
- QGIS Project
- Power Point
- Excel
- Photography

LANGUAGES

 **SPANISH** - Native

 **ENGLISH** - Fluent

 **FRENCH** - Intermediate