

JUAN-CARLOS CAJIGAS-BERRIOS

310.487.2370 M / JUANCARLOSCAJIGASBERRIOS@GMAIL.COM / 3333 MOTOR AVE. #103, LOS ANGELES, CA 90034

Luxury Retail

RALPH LAUREN FLAGSHIP RODEO DRIVE / BEVERLY HILLS, CA

Senior Sales Professional / 2018 – Present

VIC Sales / Brand Ambassador / In-House Hospitality / NYFW Client Experience Host / Lifestyle Clienteling Services
WOMEN'S COLLECTION / HIGH & FINE JEWELLERY / PURPLE LABEL MEN'S / FINE WATCHES / RALPH LAUREN HOME

ROBERTO CAVALLI FLAGSHIP RODEO DRIVE / BEVERLY HILLS, CA

Sales Associate / 2012 – 2015

VIP Sales / Client-Book / Eyewear Inventory / Men's Back Stock / Shoe Stockroom / Shipping & Receiving / Cashier.
WOMEN'S / MEN'S / BIJOUX. / WATCHES / CASA

BARNEYS NEW YORK / SANTA MONICA, CA

Sales Associate / 2011

Top Sales / Menswear / Visuals / Merchandising / Inventory / BNY CC
JUNYA WATANABE / NEIL BARRETT / RAG&BONE / JEROME DREYFUSS / THEYSKENS' THEORY / COMMES DES GARÇONS

ALCHEMIST / MIAMI BEACH, FL

Sales Associate / 2010 – 2011

Top Sales / Client-Book / Vendor Relations / Associate Buyer / Store Marketing / Visual Merchandising
CELINE / ALAÏA / RODARTE / THE ROW / DELFINA DELLETREZ / LYDIA COURTIELLE / DRIES VAN NOTEN / ANN
DEMEULEMEESTER / HAIDER ACKERMANN / CHROME HEARTS / LGB / DIOR / LUIS MORAIS / NATALIA BRILLI

MARC JACOBS COLLECTION / BAL HARBOUR, FL

Sales Associate / 2009

Employee Training / Trunk Shows / Operations
MARC JACOBS / MARC BY MARC JACOBS / JACOBS / STEPHEN JONES

Luxury E-Commerce

FARFETCH.COM / DTLA, CA

Black & White Client Services Agent / 2017 – 2018

Online Brand Customer Service Management / Zendesk / Talkdesk / Salesforce / Wfm / Monet / Jira / Slack / Adyen / Sims
PROENZA SCHOULER / EMILIO PUCCI / THOM BROWNE / ALTUZARRA / BROWNS FASHION / DEREK LAM / 3.1PHILLIP LIM

MODA OPERANDI.COM / BEVERLY HILLS, CA

Personal Stylist / 2016

Top Sales / Client-Book / Trunk Show Orders / Home Appointments / Special Requests / Closet Assessment
CHANEL / DOLCE & GABBANA / BURBERRY / ELIE SAAB / OSCAR DE LA RENTA / ROCHAS / MARNI / DEL POZO /
MONIQUE LHUILLER / GIAMBATTISTA VALLI / DAVID WEBB / GRAFF / NINA RUNSDORF / SPINELLI KILCOLLIN

Contemporary Retail Operations

BARNEY'S CO-OP / AVENTURA, FL

Associate Manager / 2008 - 2009

Employee Training / Payroll / Scheduling / Inventory Control / Human Resources
APRIL 77 / SURFACE TO AIR / IOSSELLIANI / ALEXANDER WANG / HELMUT LANG

TOFF / TOFFMIAMI.COM / MIAMI, FL

Creative Director / 2002 - 2006

Fashion Director / Store Manager / Merchandise Planner / Buyer / Media Placement / Website Development
CACHAREL / PAUL & JOE / CHAIKEN / JILL STUART / ANNA SUI / FILIPPA K / IRO / MASON / A.P.C. / REBECCA MINKOFF /
MELANIE DIZON / ISSHO / GSUS / RODEBJER / BUCKLER / BING BANG / FORNARINA / VANESSA BRUNO / ETOILE

Objective

Acquire a sales management position in luxury retail to focus on client relations and store operations.

Education

AA Fashion Design
MIU / Miami, FL
2009

BA Fashion Merchandising
MIU / Miami, FL
2002

Photography Studies
Parsons / New York, NY
1992

Languages

Spanish / English / French
Fluent

Italian / Portuguese
Conversational

Freelance

Wardrobe Stylist
Fashion Designer