

James Brown

Design graduate from Cape Town with experience in fashion, retail and front end development. After graduating in 2024, I took a gap year in Aspen, Colorado; where I took my design principles into the real world and applied them to retail from backstock roles to senior sales advisor at James Perse.

18 Kestrel Rd
Cape Town, WC 7945
(+27) 078-838-2692
(+1) 970 452 1711
2002jamesbrown@gmail.com

EXPERIENCE

James Perse, Aspen Co — *Senior Client Advisor*

March 2024 - November 2024

I joined James Perse in March as Lead Backstock and, through dedication and hard work, earned multiple promotions during my nine months with the company.

Wyld Blue, Aspen Co — *Sales Advisor*

February 2024 - June 2024

My time with Wyld Blue was truly invaluable. I gained significant insights into the operations of developing businesses and a strong understanding of team communication & collaboration.

Brunello Cucinelli, Aspen Co — *Sales Associate Temp*

December 2023 - January 2024

My first role in retail and fashion, this seasonal position during the Christmas period involved supporting sales and backstock operations. I gained foundational experience in inventory management and client-focused sales.

SCRUMS, Cape Town — *Frontend developer & Designer*

November 2023 - December 2023

My first role in design and development took place in Cape Town, where I was fortunate to get a months internship with scrums, formally known as sovtech. I learnt a lot from the team going from the sales team to the design team to the development team.

EDUCATION

CTCA, Cape Town RSA — *BA in Interaction Design*

January 2021 - November 2023

I graduated in 2023 with a major in Interaction Design and a minor in Front-End Development. My focus on creating user-centered experiences has equipped me with valuable skills to enhance customer interactions and improve both digital and in-store retail experiences.

SKILLS

Client Relationship Management
Team Leadership and Collaboration
Customer Retention and Outreach
Inventory and Stock Management
User Centered Design
Scrum and Agile methodologies
Proficient in Figma, React, Javascript and adobe suite

ACHIEVEMENTS

Recognized as a **Top 20 Client Advisor Nationwide**, ranking among the highest performers in the company.

Generated **\$550,000 in sales within a 6-month period**, consistently exceeding targets and contributing significantly to company revenue.

Managed a **client portfolio of over 300 international clients**, fostering strong, long-term relationships across diverse markets.

Achieved a **35% increase in client retention** through strategic outreach initiatives, enhancing customer loyalty and satisfaction.

LANGUAGES

English (home language)

