

NICHOLAS SANFILIPPO

412.513.6377 | ngs0621@gmail.com | portfolio password: sunisshining

SUMMARY & KEY SKILLS

Dynamic, hands-on, and passionate Commercial Design Project Manager with impressive experience leading renovation and new construction design projects for high-profile, luxury retail clients. Proven ability to execute full project lifecycles as well as the seamless rollout of prototypes, brand concepts, and innovative strategies. Key skills include:

- Strategic Vision & Planning
 - Renovation & Prototype Design
 - Brand Identity & Development
 - Commercial Interior Development
 - Vendor & Consultant Management
 - Space Planning & Programming
 - Stakeholder Engagement
 - Team Leadership
 - Wholesale Expansion
-

PROFESSIONAL EXPERIENCE

CASPER | New York, NY

July 2019 – Present

Store Design Project Manager

- **Complete ownership and management of 15 new store locations from design development up until permitting**, with oversight of construction from 2019 – 2021
- Work directly with internal real estate, construction, and visual merchandising teams to help budget and gain schematic design approval for new store openings
- **Company lead for Casper X**, a two year initiative involving over six cross-functional departments aimed at evolving the Casper brick and mortar store concept to adapt to the companies growing product assortment and shifting consumer shopping habits
- Supported a Key 2021 Casper initiative in working towards profitability in an aggressive Wholesale partner expansion, **successfully launched over eight new partners** in the span of 2 months across the US and Canada, **expanding our trial experience to over 700 doors**
- **Created and standardized a Wholesale Shop in Shop Design concept package**, the first location is a 1,200 square foot space in the newly renovated Bed Bath and Beyond 6th Avenue Flagship that launched July 2021
- **Lead a new vendor onboarding RFP for the Wholesale Kit of Parts, resulting in an average of 30% savings in display elements, totaling a projected \$200,000 savings for 2022 new partner launches**
- Responsible for driving new wholesale partner launches, larger internal cross-functional design projects, as well as all physical in-store design projects relating to the Store Development, Visual Merchandising, and Marketing teams
- Own and manage a Pipeline and Bi-Weekly meeting that outlines all projects relating to the Store Development, Visual Merchandising, and Marketing Teams

KRAMER DESIGN GROUP | New York, NY

October 2017 – July 2019

Project Manager

- **Lead Project Manager for Phase I/Phase II renovations of Holt Renfrew's flagship department store**: Provided expert design consultation, brand assessment, budget specifications, and high-level business strategies for executive approval
- **Lead Project Manager for a new 5th Avenue Prototype Concept for Outdoor Voices athletic apparel company**: Spearheaded creative initiatives for a 2,000 sq.ft. area to showcase the brand's commitment to "get the world moving"
- Created the brand book, compiled a complete fixture package, and devised store concept for A, B, & C shop designs for H Project, a sustainable luxury brand under Holt Renfrew
- Direct interface for all executive concept-level presentations and master planning aimed at driving sales through innovative, luxury design
- Envisioned and developed schematic-level construction drawings, fixture designs, lighting, departmental layouts, and brand concepts for extensive square-footage areas, with multi-million-dollar operating budget
- Upheld clear communications with all involved parties, liaising frequently amongst the architect of record (AOR), lighting designer, fixture manufacturer, general contractor, design team, and brand executives

SHERIDAN & CO. | New York, NY

July 2015 – September 2019

Retail Development Manager

- **Project lead on the rebranding and new store design prototypes for Morphe cosmetics and Links of London jewelry, which included rollouts for five and seven store openings, respectively**
- Lead drafter and project manager for Dior shop fixture drawing packages and a new Elizabeth Arden shop concept role out
- Key point of contact in the agency for facilitating open communication amongst designers, architects, millworkers, contractors, and executives to ensure the seamless execution of project deliverables
- Handled all design intent documents for retail store prototypes
- Managed three direct reports for all development and office workflow

rue21 | Pittsburgh, PA

April 2012 – June 2015

Store Design Coordinator

- **Directed every aspect of 100+ new store and expansion/remodel projects within a two-year period**, taking complete ownership of budgets, creative design, cost containment, approvals, and critical solutions
- Led the conceptual design of rue21's flagship store to include a social media lounge, as well as developed a prototypical expansion drawing set for a creative solution involving a new plus-size department
- Selected by the chief officer to join the Project rueVolution Steering Committee: A company initiative in developing brand identity
- Managed the exterior signage program from 2012-2014, and achieved a \$614k expense reduction for the annual signage budget while simultaneously elevating quality standards

NOTABLE CLIENT BRANDS

Casper, Chanel, Nordstrom, Bed Bath & Beyond, Holt Renfrew, Belk, Macy's, Morphe Cosmetics, Outdoor Voices, Bloomingdales, Under Armour, H Project, Elizabeth Arden, Talenti, Links of London, Follie Follie, Jockey, Linda Farrow, FAO Schwarz

EDUCATION & CERTIFICATIONS

Art Institute of Pittsburgh, Pittsburgh, PA

June 2011

Bachelor of Science: Interior Design (CIDA-Accredited Program)

TECHNICAL SKILLS

Indesign, Autocad, Sketchup, Photoshop, Google Docs, Bluebeam, MS Word, Excel, Powerpoint