JULIAN MERCER

HAIR STYLIST

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PROFESSIONAL SUMMARY

Licensed Hair Stylist with 6 years in salon and franchise settings. Specializes in color, cuts, and blowouts, rebooks most clients before they leave the chair, and keeps retail sales and sanitation standards high. Sets realistic expectations in each consultation.

PROFESSIONAL EXPERIENCE

Senior Stylist Feb 2023 - Present
Aveda Salon, Portland, OR

- Complete about 28 client services a week across color, cut, and style, with a rebooking rate near 78%.
- Keep a client card for each guest with formulas and preferences, so color matches are repeatable across visits.
- Attend quarterly advanced color and cutting classes, and bring new techniques into the service menu within a month.
- Grew a personal book from 40 to 160 active clients through referrals and consistent follow-up.
- Sell take-home products tied to each service, reaching about 18% of service revenue in retail.
- Mentor two apprentices on foiling, sectioning, and consultation steps, and both were cleared for floor work in six months.

Stylist Jun 2021 - Jan 2023
Regis Salon, Beaverton, OR

- Delivered walk-in and appointment cuts on a tight timeline, averaging 32-minute services without quality complaints.
- Handled 8 to 10 color and highlight appointments a week alongside the cuts, finishing within the booked time window.
- Cleaned and restocked the color bar each shift, reducing wasted product by about a fifth.
- Sanitized tools and stations between every client, passing each state board inspection without citation.
- Won the district's top rebooking spot for two quarters by booking the next visit at checkout.

Stylist Mar 2020 - May 2021
Supercuts, Portland, OR

- Served about 14 walk-in guests per day with consistent men's, women's, and children's cuts.
- Promoted salon memberships at checkout and enrolled about 6 new members a month.
- Reworked color corrections with client consent and clear consultations to avoid refunds.

Salon Assistant Aug 2019 - Feb 2020
Ulta Beauty Salon, Portland, OR

- Shampooed, conditioned, and prepared guests for stylists, supporting about 12 services per shift.
- Mixed color formulas under stylist supervision and kept the supply room labeled and counted weekly.
- Observed daily consultations and moved up to a licensed stylist role after finishing cosmetology school.

CORE SKILLS

Hair coloring | Balayage and highlights | Precision cutting | Blowouts and styling | Client consultation | Rebooking | Retail product sales | Sanitation standards | Color correction | Salon software | Apprentice mentoring | Time management

EDUCATION

Cosmetology Diploma, Paul Mitchell the School Portland, Portland, OR

CERTIFICATIONS

Oregon Cosmetology License | Redken Color Certification