

GREEN SHEET

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Published by: EXTRA SECRETARY
(California Market Center)
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MONDAY APRIL 18, 2011

CLASSIFIED

POSITIONS OFFERED

Cohen showroom inc.

a well established, respected multi line showroom seeks sales representative for our West Coast showroom. Applicants must possess positive work habits, be a self-starter and have a strong understanding of the contemp. market w/ emphasis on denim and denim related lines. Looking for team players who are eager to get out & travel.

Requirements:

- 2 or more yrs experience in a showroom environment.
- current drivers license and car
- knowledge of the western territories and road experience.
- existing relationships with both specialty and key retailers.
- excellent communication skills via both phone & e-mail

Responsibilities:

- manage and grow business with existing accounts
- target new accounts
- setting & reaching sales goals
- assisting other team members:

Please submit resumes along with cover letter to:
907@cohenshowroom.com

POSITION OFFERED: PRIVATE LABEL CO.

Title: Account Manager

Department/Area: Apparel merchandising and sales

Position summary: Responsible for developing, establishing, and maintaining business relationships both internally and externally to accomplish revenue goals within the assigned area. The candidate is expected to adapt to the product and industry trends while managing activities with minimal supervision. Responsible for fabric and textile selection and transfers the needs of the customer to the products. Ability to anticipate customer preferences. Analyzing changing market trends and oversee production costs. Heavy focus on new business development.

Essential functions:

- Continuously maintain and apply product, market, and trend knowledge to satisfy customer's needs and meet customer's pricing requirements.
- Create seasonal presentations to grow current business and seek out new opportunities.
- Maintain and develop current and prospective business relationships.
- Communicate with overseas office to ensure customer's needs are met and act as a liaison to keep business running smoothly.
- Monitor sales performance against sales targets and form strategies to meet goals.

Qualifications: Candidate must be personable, sales oriented, and a willing team member. Five to ten years experience in related fields. Candidate should be able to work independently, act decisively, and have above-average planning and organizational skills. Excellent verbal and written communication skills are required. Strong fabric knowledge.

Please send resume and cover letter to:
admin.cfl11@gmail.com

REP WANTED

Ladies Handbag Manufacture seeks experienced rep w/shrm and does road work. All territories are Open.
Please email resume to: jill.ufashion@gmail.com
or fax: 909.494.9999

POSITIONS OFFERED

24seven

- Contemporary brand is looking for a customer service rep with EDI and international exp. Salary \$40-\$60k.
- Juniors brand is looking for a sales coordinator that has worked with major retailers (Walmart, Target, Sears, etc).

Email resume to: asoucie@24seveninc.com

Goorin Brothers – BOLD HATMAKING SINCE 1895 seeks Independent Sales Representatives (Multiple Territories)

Location

Southwest (Southern California, Arizona, Hawaii)
Northwest (Oregon, Washington, Idaho, Montana)
Rockies (Nevada, Utah, Wyoming, Colorado)
South Central (New Mexico, Texas, Oklahoma, Kansas, Nebraska, Arkansas, Louisiana)

Job Description: Seeking established independent sales reps or showroom agencies for multiple territories throughout the US. We need reps that already represent high-end, relevant fashion brands and also service an extensive account base. Reps that proactively call and visit accounts, focus strongly on gaining new and prospective accounts not only to increase sales, but ambassador our brand identity an image. We offer free samples, competitive commission structure, bonus contests, as well as performance tracking tools to better service accounts and generate sales.

Requirements

- Minimum 2 years as an independent rep in the fashion or related industry
- Must have established relationships with boutique or accessory accounts within designated territory
- Must focus on achieving sales goals while maintaining the integrity of the brand
- Participate and develop strong campaigns to market brand in territory
- Must have excellent sales, communication, and product presentation skills
- Needs to be proficient with computers, office, and organization skills

Responsibilities

- Actively seek out new accounts in alignment with our brand image and distribution plan
- Call on and schedule regular appointments for seasonal orders, as well as any new product offerings
- Responsible for meeting and exceeding sales and margin quotas as set by account and territory
- Vigorously pursue prebook orders by deadline
- Attend and pursue new regional and national tradeshows
- Communicate with internal sales team regarding account information, needs, and service issues.
- Develop sales promotions or contests for territory to encourage sales
- Develop tracking and reporting tools for all sales calls and activities

Experience

3 - 5 Years of related professional experience. Specialty retail, sales, and marketing experience in the Fashion industry

Please send resume and cover letter to:
mhanecak@goorin.com

MORE POSITIONS OFFERED
AND REP WANTED POSITIONS ON BACK SIDE



C L A S S I F I E D

CLASSIFIED & SERVICES

REP WANTED

BETTER JEWELRY / SALES REPS

Branded contemporary cultured pearl and gemstone jewelry company seeks multi-line salesperson. Generous commission structure offered. Must have established relationships with boutiques, resort shops and/or smaller chain stores. Min 5 yrs experience. Contact: Dave@pearlsupplier.com

WE BUY/CONSIGN YOUR SAMPLES

TIRED OF HAVING SAMPLE SALES??? WE BUY OR CONSIGN YOUR WOMENS CONTEMPORARY SAMPLES!

You will receive our complete respect and protection of your brand.

Contact Lisa: 415.816.1487 or Tina: 310.500.8462



SAMPLE SALE

PLEASURE DOING BUSINESS LARGEST SAMPLE SALE EVER!!

FRIDAY APRIL 29, 2011 10AM-6PM

CASH AND CREDIT CARDS ACCEPTED

656 S. Los Angeles St., Suite 500, Los Angeles, CA 90014

SPECIAL ANNOUCEMENT

LG



Avoid poisonous premiums, Get Ludgate Insurance before the COBRA strikes you. Call 818.312.3165 or email: ludins@aol.com for lowered premiums that wont take a big bite out of your bank account.

**Extra Secretary along with many others stand behind their service and professionalism.

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at EXTRA SECRETARY

SUITE B237 213.627.5930 WILL TRAVEL (Additional Fee)

SHOPS & SERVICES

ACME DISPLAY FIXTURE CO. -Salesman's equipment, mannequins/form, raw steel fixtures, etc. B-282.....213.477.7175

CELL NET/THE PHONE MART Telephone Installation & Repair B-286.....213.239.8491

DENTAL OFFICE Dr. Jay Khorsandi D.D.S. B-225.....213.623.1129

EXTRA SECRETARY FULL SERVICE PRINTING CTR B-237.....213.627.5930

FASHION BOOKSTORE Fashion Magazines, Books, etc. A Lobby 19.....213.622.5663

HAIR SHOPPE, ETC. - Hair, Nails, Wax, Massage Therapy, Supplies B-232.....213.622.8138

LAW SERVICES The Answer to all of your business's legal needs213.629.1773

LUDGATE INSURANCE SERVICES Specialist in Life, Health, Disability, Long Term Care, Medicare Supplement Insurance Email: ludins@aol.com or 818.312.3165

SAL'S SHUTTLE EXPRESS Salvador.....213.215.9412

SCOTT THALER ASSOCIATES Exec. Search Firm Specializing in Fash. & Retail Ind.800.968.1562 Email.....careers@scott-thaler.com

TONY SHOE REPAIR Shoe, Boot, Handbag Repair & Key maker. Suite B211, 213.622.7463

POSITIONS OFFERED

Joey Showroom, a multi-line showroom that represents brands such as Black Halo, Maggie Ward, House of Harlow sunglasses and handbags, Romygold, just to name a few, is seeking a West Coast Sales Rep that has a great deal of specialty store business relationships and has dealt closely with, but not limited to the accessories sector of the industry which would include sunglasses, handbags, shoes, jewelry.

Requirements:

- Minimum of 1 year experience working in the wholesale Industry.
-Must be willing to travel. Twice a year to NYC for Coterie, Cala in San Francisco, Dallas Market, Las Vegas, just to name a few as well as visiting accounts on the road.
-Strong communication skills, both via email and phone.
-The ability to multi-task and have a strong sense of urgency.
-A positive attitude to bring to the table as well as being a team player.

Responsibilities include:

- Helping to manage and grow the assigned territory for the collections granted.
-Strengthen and build existing relationships with current account base.
-Reaching sales goals.
**Applicants must have a current account list and existing relationships with buyers!

Please submit cover letter and resume to: info@joeyshowroom.com or fax them to: 213.623.8703

SPECIAL ANNOUCEMENT

REACHING OUT TO L.A.'s SCHMATA INDUSTRY



SEEKING YOUR TZEDAKAH

The Hal Wiseman House Of Return ~ Thrift Boutiques

Manufacturers ~ Jobbers ~ Vendors Last Season ~ Overruns ~ Samples

WAREHOUSE FULL?

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Free Pickup • Tax Deductible Mitzvah Call 310.204.4669 houseofreturn@hotmail.com

