

GREEN SHEET

Rather GO Green Than BE Green Now on Recycled Paper

Published by: EXTRA SECRETARY
(California Market Center)
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MONDAY APRIL 25, 2011

CLASSIFIED

POSITIONS OFFERED

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

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

POSITIONS OFFERED

Bookkeeper needed PT/or FT. Must have Computer and some Production exp. Call Bonnie 213.747.6627 or/and email resume: CoverCharge1@aol.com

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

REP WANTED

New Contemporary Line, seeks rep. Must have either a CD or DVD player. Call Jeanne: 714.610.0265

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

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

NEW YORK SHOWROOM AVAILABLE

Beautiful NY shwrm has space available for a single contemporary line to rent half the shwrm space. Located in a premier building in the heart of the fashion district. Available immediately. Contact Megan Tel: 212.840.7135
Email: Megan@nelnco.com
Pictures are available upon request.

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



C L A S S I F I E D

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SPECIAL ANNOUCEMENT

Put Your Old Cell Phones To Good Use!
EXTRA SECRETARY
in partnership with american red cross
The American Red Cross provides relief to victims of disasters and helps people prevent, prepare for and respond to emergencies. Your cell phone donation will help achieve their fundraising goals to continue their good work in your community. Drop off at EXTRA SECRETARY.

YOUR AD HERE

email your ad to:
greensheet@extrasecretary.com

INSURANCE 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.

SERVICES

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Place your order with us!

PO's - 2 part/3 part

Single sided or 2 sided

Color or Black and White

We could meet/or do better than what you're paying now.

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Fax: 213.624.9872

Email: info@extrasecretary.com

M A T R I X

COMPUTER | COPIERS | PRINTERS | FAX

Repair Service

STEVE HWANG

213.388.7575

NOTARY SERVICE



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 needs
.....213.629.1773

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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

INDUSTRY EVENTS

LAST FRIDAY OF THE MONTH SAMPLE SALES
Friday April 29th
at the cnc and the new mart

FASHION INDUSTRY CALENDAR DATES:
APRIL 29: Friday

• sample sales

JUNE 13-16: Monday-Thursday

• los angeles fashion market

JUNE 13-15: Monday-Wednesday

• transit los angeles shoe show

GREEN SHEET ON THE WEB

for the Green Sheet online go to:
www.ExtraSecretary.com

ADD EXTRA SECRETARY AKA THE GREEN SHEET ON 

..and never miss an issue of the Green Sheet. Every Monday evening, you can find the latest issue posted on Extra Secretary's Facebook page.

SPECIAL ANNOUCEMENT

The Help Group's

silverlining

a designer resale boutique | student training center

New Non-Profit Designer Resale Boutique Benefiting Children with Special Needs


SEEKING DONATIONS, SAMPLES, OVERRUNS
Men's, Women's & Children's Clothing, Shoes, Handbags, Accessories

Silverlining offers new, vintage, and gently used designer and fashionable merchandise for men, women and children, and serves as The Help Group's innovative vocational training center for students with special needs.

The Help Group is dedicated to serving children, adolescents, young adults and families with a wide range of special needs related to autism spectrum disorders, learning disabilities, ADHD, developmental delays, abuse and emotional problems.

Pick-Up Available | Tax Receipt Provided

silverlining designer resale boutique

12095 Washington Blvd. | Los Angeles, CA 90066
www.thehelpgroup.org | www.silverliningresale.org | 
ph 310.751.1483 | fax 310.751.1487
e-mail silverlining@thehelpgroup.org

Monday Closed Tuesday 11-6 Wednesday 11-6 Thursday 12-7
Friday 11-6 Saturday 11-6 Sunday 12-5