

# GREEN SHEET

Rather GO Green Than BE Green - Now on Recycled Paper

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MONDAY JULY 1, 2013

## CLASSIFIED

### POSITION OFFERED

#### Multi-line showroom Seeks Senior Sales Rep

LA based shwrn, representing reputable contemp. women's top, dress & denim lines, seeking a Sr. Sales Rep for West Coast, Southwest & East Coast regions to start immediately. MINIMUM of 2-3 yrs of strong sales exp in a shwrn, road travel & shows, as well as stablished relationships w/specialty boutiques. If you are a self-starter, organized & motivated to succeed, please send your resume to: [Heidi@wbcshowroom.com](mailto:Heidi@wbcshowroom.com)

#### EILEEN FISHER

Account Executive (Specialty Stores)  
Manage & grow the EILEEN FISHER brand within the CA territory in a thoughtful & strategic manner. Educate, sell, service & grow the EF Specialty Store business. Must have 2+ yrs of wholesale sales exp managing accounts. College Degree preferred. Excellent interpersonal & communication skills required. Knowledge of Microsoft Word, Excel & Outlook; retail math skills is necessary. Knowledge of Blue Cherry is a plus. Please apply via [www.eileenfisher.com](http://www.eileenfisher.com)

#### SENIOR ACCOUNT EXECUTIVE - West Coast

**Joey Showroom**, a contemporary, multi-line showroom representing women's apparel and accessories collections such as Black Halo, Camilla, D-ID, Hanne Bloch, House of Harlow 1960, and Suboo, is looking for an experience senior account executive for the West Coast territory to join our Los Angeles team. Current relationships are mandatory. *Responsibilities / Activities include:*

- Helping to manage & grow the assigned territories
  - Strengthen & build existing relationships with current account base as well as targeting new accounts
  - Exceeding sales goals & working to assist other team members as needed
  - Outbound sales calls & presentations
  - Basic computer proficiency, particularly with Word, Excel, PowerPoint as well as web-based applications
  - Establishing rapport with new & existing clients through the entire sales process
  - Meeting or exceeding all performance goals
  - Performing other duties as required
- Qualifications:*
- Min of 5 yrs exp working in the contemp/designer wholesale fashion industry
  - Willingness to travel on the road (must have a current registered driver's license)
  - Availble to work weekends during all major markets
  - Proven performance in sales/account management
  - Ability to work with prospects to develop strong business solution cases coupled with solid closing skills
  - Excellent verbal, presentation, & written communication skills
- TO APPLY: Send your cover letter, salary reqs & resume to: [resumes@joeyshowroom.com](mailto:resumes@joeyshowroom.com)

### POSITION OFFERED

#### SALES REP

Private Label Import Manufacturer (MENS WEAR) Seeking rep with existing relationships with specialty chain & discount stores. Email: [neil@allstarcom.com](mailto:neil@allstarcom.com)



Ci Sono by Cavallini is looking for a salesperson with 2+ years of wholesale exp for our JR, Missy, Childrens, & Mens lines. Must have existing contacts, and be eager to open new accounts. Great communication skills required. Please email resumes to: [Cisono@me.com](mailto:Cisono@me.com)

#### CHAN LUU

Chan Luu Inc. is looking for an **Account Manager** with a min of 3 years wholesale sales exp. Candidates must be entrepreneurial, trade show savvy, self-starters with strong follow up skills. Travel is required. NorCal & Western states a plus. Please send resumes to: [mkanagawa@chanluu.com](mailto:mkanagawa@chanluu.com) or fax to 213.624.1816

### REP WANTED

Established manufacturer of fashionable Womens clothing from Los Angeles. Seeking **exp sales rep** in department stores and majors. Attractive package available. Contact: 626-321-1660 or Email: [velzera@gmail.com](mailto:velzera@gmail.com)

### ROAD REP WANTED

LA based, high-end knit company seeking **Sales Road Reps** for both the **East & West Coast territories**. Email resumes to: [charles@194tclothing.com](mailto:charles@194tclothing.com)

#### Ximena Valero Design

Established mfg of Contemporary Dresses and Sportswear seeks active rep to cover western states as well as participate in trade shows. Email: [ximenavalero@mac.com](mailto:ximenavalero@mac.com)

### SHOWROOM AVAILABLE

Amazing, 1800 sq ft, corner showroom, built in office space, great location on women's contemporary floor available for 1 year lease in California Mart! Could start lease as early as Sept. 2013. For more information, please contact: [atberry@sbcglobal.net](mailto:atberry@sbcglobal.net)

### LINES WANTED

#### JUNIOR LINES WANTED

If you need volume sales for your junior line, we may be right for you. 1407 Showroom. Years of Exp. Contact: 212 921 7778 or [dressme2@aol.com](mailto:dressme2@aol.com)

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FOR SALE



**TICKETS AVAILABLE**  
 Festival of Arts, Pageant of the Masters  
 Saturday, August 17th, 2013  
 Lodge Center Seating  
 Call for more info: 213.627.5930

4TH OF JULY



Have a wonderful holiday!!  
**EXTRA SECRETARY**  
 will be closed  
 Thursday July 4th  
 and Friday July 5th.

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MARKET DATES

August 2013

Monday 8/5 - Thursday 8/8  
 Los Angeles Market  
 Monday 8/19 - Wednesday 8/21  
 MAGIC- Las Vegas  
 Sunday 8/25 - Tuesday 8/27  
 Fashion Mkt NorCal San Mateo

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