

# GREEN SHEET

Rather GO Green Than BE Green Now on Recycled Paper

Published by: EXTRA SECRETARY  
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MONDAY MAY 2, 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

### POSITIONS OFFERED

Part Time Sales Assistant needed. Showroom experience preferred. Must be computer literate and detail oriented. Please fax resume to: 213.623.3687 or email: jfranza@aol.com



NATIONAL JR. KNITWEAR MFR. SEEKING LA BASED ACCOUNT EXECUTIVE. MUST HAVE 3-5 YEARS EXP. WITH MAJORS. TRAVEL REQUIRED BUYER EXP. AND UNDERSTANDING OF RETAIL MATH A PLUS. SUBMIT RESUMES W/SALARY HISTORY TO: jobs@mightyfineinc.com or fax to: 213.226.8799

## YOUR AD HERE

email your ad to:  
greensheet@extrasecretary.com

### REP WANTED

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

### SITUATION WANTED

Better Contemporary, Missy Sales Pro with extensive specialty store account base. Excellent relationship with buyers is looking for a solid position with strong company. 310.686.3238

### NEW YORK SHOWROOM AVAILABLE

NY showroom has space available for a single contemporary line to rent half the showroom 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.

### STUDIO SPACE AVAILABLE



AVAILABLE: 2nd story studio loft units (non-residential) w/ immediate freeway access located just 3 miles from the heart of the Fashion District. 300 sq feet to 2000 sq feet. Rent what you need.

Call for pricing Todd: 818.481.2261

### 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

## tempted

### IMPORT TECHNICAL SPEC WRITER

Duties include writing detailed Spec Sheets for Import Production Tech Packs along with all necessary measurements, pattern comments, diagrams, pictures etc. Must have knowledge of sewing construction. Exp. with Excel, Adobe Photoshop, Adobe Illustrator and all other pertinent computer programs. Minimum of 2 years required.

**Excellent employee benefit package.**

**Please fax resume to Attn: H.R. 323.859.2499**

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

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B-237.....213.627.5930

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Email.....careers@scott-thaler.com

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Suite B211,  
213.622.7463

INDUSTRY EVENTS

**FASHION INDUSTRY CALENDAR DATES:**

- JUNE 13-16 Monday-Thursday**
  - Los angeles fashion market
- JUNE 13-15 Monday-Wednesday**
  - transit Los angeles shoe show

THE GREEN SHEET ON THE WEB

for the Green Sheet online go to:  
[www.ExtraSecretary.com](http://www.ExtraSecretary.com)

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