

# *Miansai*

## **MIANSAI IS SEEKING RETAIL SALES ASSOCIATES IN MALIBU**

Since its organic inception in 2008, the Miami-based jewelry brand Miansai has quickly grown to be a renowned lifestyle fashion success story. Our designs are meticulously crafted from the highest quality materials. Sourcing fine Italian leathers, pure precious metals, and custom-made marine grade ropes for their pieces— and obsessing over every detail. Miansai is sold around the world in 40 US states and 36 countries including at the brand’s flagship store in New York’s Soho neighborhood, Venice Beach and online.

In addition to the two brick and mortar stores, Miansai has a mobile fleet of vintage vehicles that have been converted into pop up jewelry stores that travel across the country. We have an Airstream permanently docked at The Malibu Pier and are looking for Sales Associates for this location!

### **GENERAL SUMMARY**

The mobile unit Sales Associate sells product and creates brand awareness by educating clients on the brand and assortment.

### **ESSENTIAL DUTIES AND RESPONSIBILITIES**

- Drive sales and exceed sales goals through excellent customer service, clienteling and product knowledge.
- Educate customers on the brand; Demonstrate brand and product knowledge during all interactions with customers and co-workers.
- Ensuring high levels of customer satisfaction through excellent sales service.
- Follow all company policies and procedures to ensure operational excellence.
- Help to ensure the mobile shop is fully stocked and merchandised according to company guidelines.
- Assist or participate in company initiatives involving selling, service, stock, visual merchandising, etc.
- Comply with inventory control procedures and maintain visual displays according to directive from Corporate.
- Field and fulfill requests from members of the corporate team.

- Provide feedback on product, opportunities for improvement, customer comments and communicate to the Retail Director, Marketing/PR and leadership with all pop-ups and events.
- Availability to also work at our Venice Beach location as needed.

### **JOB REQUIREMENTS - EXPERIENCE, KNOWLEDGE & SKILLS**

- Minimum 2 years' experience in sales, jewelry or contemporary fashion experience is a plus.
- Familiarity with inventory procedures.
- Possess a strong work ethic and team player mentality.
- Work logically and systematically.
- Both physical and database organization skills.
- Have excellent communication skills, both oral and written.
- Able to work with and meet sales and tasks deadlines.
- Be flexible and have the ability to manage change.
- Ability to work and problem solve independently.
- Maintain a positive attitude to continued learning.
- Interest in fashion and jewelry.

#### **Education:**

- High school required.
- Some college preferred.

#### **Languages:**

- English Required.
- Bi-Lingual a plus (English/Spanish).

#### **Job Type:**

- Part-time position.
- Salary based on experience + 3% Commission on sales.
- Employee merchandise allowance.

**KINDLY SUBMIT YOUR COVER LETTER AND RESUME TO:**

**CAREERS@MIANSAI.COM**