

# *Miansai*

## **MIANSAI IS SEEKING LUXURY RETAIL SALES ASSOCIATES & TEAM LEADS IN MIAMI**

Since its organic inception in 2008, Miansai has quickly grown to be a renowned lifestyle fashion success story. Miansai is looking for Sales Associates & Team Leads for our mobile retail fleet. Last year our mobile units made stops at 15 cities from East to West coast, and hit music festivals like SXSW in Austin TX, Coachella, Jazz Fest, The Hamptons, Newport and many more. The concept became so popular we've added a second airstream, vintage Fiat and two Piaggio vehicles to the growing fleet, so we're now looking to expand our mobile retail team!

### **GENERAL SUMMARY**

The mobile unit sales associate travels the country to planned events and pop-ups to sell product and create brand awareness. This is generally a traveling position that is in charge of setting up and managing the specific mobile store. The units include two Airstream's, two Piaggio's and a Fiat. Locations may be as diverse as hotels, airport terminals, malls, cool music events to Food and Beverage locations. In all cases the locations and events will specifically be on brand.

### **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.
- 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.

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

- Minimum 2 years' experience in sales, jewelry or contemporary fashion experience is a plus.
- Advanced understanding of sourcing and materials required by Miansai products.
- 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:**

- Full-time & Part-time positions available.
- Salary: \$14.00 to \$16.00 p/h + 3% Commission on sales.
- Employee merchandise allowance.

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

**CAREERS@MIANSAI.COM**