

# *Miansai*

## **MIANSAI IS SEEKING MOBILE UNIT MANAGERS**

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 online and retail stores, we have a growing fleet of mobile pop-up vehicles that are traveling stores. 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, Palm Beach, Boston and many more. The concept became so popular we are expanding the fleet and our mobile retail team!

### **GENERAL SUMMARY**

The Mobile Unit Manager 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. 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**

- Handle logistics of vehicle set up - including - placing mobile unit in its selling position, set up and breakdown for events.
- 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; Coordinate with management on replenishment requests and assortment updates.
- 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.
- Collaborate with wholesale department for account activations, pop ups and partner events in various cities across the country.

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

- Valid driver's license with clean driving record.
- Minimum 3 years' experience in Management position; Sales, jewelry or contemporary/luxury 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.

#### **Education:**

- College degree preferred.

#### **Languages:**

- English Required; Bi-Lingual a plus.

#### **Job Type:**

- Full-time position.
- Salary based on commission + 3% Commission on sales.
- Employee merchandise allowance.

**KINDLY SUBMIT YOUR COVER LETTER AND RESUME TO:**  
**CAREERS@MIANSAI.COM**