



NEW CONSULTANT JOINS PERMANSE!

We are delighted to announce that Graham Brownlie has joined the Permanser recruitment team in a Senior Consultant role.

Graham has held management positions with the GPG subsidiary, Coats PLC in Australia, South America and Sri Lanka and brings a wealth of experience of the TCF industry in general management, product development, operations and sales and marketing. He brings a depth of knowledge and experience of overseas and local business which we believe will provide innovative solutions for our clients recruitment needs.

Please contact Graham at his email address: graham@permanser.com.au, or on Permanser 03 9654 5988.



DESIGNER \$95,000

This candidate is an experienced designer who has worked across all mens and womens product categories – denim, wovens, knits, and accessories. He ran his own successful business for 5 years before taking Senior Designer positions with popular womens fashion labels. He was responsible for developing and designing ranges, buying, attending fittings, approvals, overseeing the sampling process, styling and visual merchandising.

PRODUCTION COORDINATOR \$55,000

Experienced Production Coordinator who has worked on mens and boyswear; this candidate has been responsible for negotiating costs with overseas factories, costings, placing orders, checking samples and changing specs, preparing comments for factories, monitoring the production schedule and delivery timelines, quality checks, bulk inspections, fittings and trips to China to visit factories.

PRODUCTION/QA \$55,000

This is a strong candidate who has a solid background in Production and QA and has completed a Master of Business. He manages a team of 4 and he is responsible for developing ranges for customers, liaising with China factories and sales agents, briefing the designer; sending spec packs to factories, negotiating prices, measuring up samples, comments, approvals and fittings, monitoring to production schedule and deliveries as well as travel to China to visit factories.

VISUAL MERCHANDISER \$50,000

This candidate has completed studies in Interior Design as well as a Diploma of Textiles, Clothing and Footwear (Product Development and Merchandising). After doing work experience at a womens fashion brand she was offered the role of Visual Merchandiser. Merchandising 3 stores, as well as being on call, she implemented visual merchandising strategies for floor and window displays, wrote up action plans for store managers and communicated with business managers regularly on specific store requirements. She has also gained experience in Product Development.

SALES MANAGER

\$neg

A solid background in the textile industry, this candidate has been working for and managing a leading textile agency in the lingerie industry. He has been involved in all aspects of the business including account management, product development, and production. He has a strong knowledge of sourcing, offshore production and is good at negotiating costs and building strong customer relationships.

PRODUCTION MANAGER

\$80,000 - \$100,00

Working as a Director / Operations/ Production Manager for a family owned nursery accessories and hard goods business that supply to all the majors, this candidate has a wealth of experience. She is responsible for liaising with factories in China, managing logistics, inventory management, pricing, forecasting, managing orders, liaising with buyers, reviewing specs, product development and attending trade fairs and managing staff.

BUYER

\$60,000

After completing her studies, this candidate gained industry experience as an Assistant Buyer both locally and overseas. She has recently moved to Australia and was offered the position of Assistant Buyer where she responsible for over 30 stores, negotiated cost prices, set up suppliers and production orders and participated in sales reviews. She had a good rapport with suppliers and stores and was strong at providing reports on stock analysis and sales.

PRODUCTION COORDINATOR

\$45,000

Having completed her finance studies in China, this candidate started work as a Production Coordinator for an export-import company. She was responsible for the sampling process, purchase orders and coordinating the flow of production between manufacturing departments. In Australia she has worked as a Merchandiser where her role consisted of working closely with customers, monitoring production process, following up with suppliers, deliveries and shipping documentation.

PRODUCTION ASSISTANT

\$45,000

This candidate is an experienced Production Planner from New Zealand who has completed her Masters degree in Clothing & Textile Science. The company produced mens and womens knitwear and outerwear and while production was predominantly local, the sourcing was often international to attain competitive prices.

PLANNER

\$80,000

Most recently this candidate has been employed as an Assistant Planner/ Buyer in the menswear department for a well-known fashion label in the UK. Included in his responsibilities has been involvement in the implementation of SAP (UAT testing, improvement and development of new procedures, training manuals, role definitions, and risk assessment). Due to the structure of the Menswear buying team he has also been required to perform buying duties as well as core merchandising and planning duties over this time.

PRODUCT DEVELOPMENT/ACCOUNT MANAGER

\$60,000

This candidate has completed her Fashion Design degree in Sydney and has gained industry experience working as a Designer. Working with childrens and infantwear her role consists of travelling overseas 3-4 times a year; negotiating prices and monitoring delivery and shipping dates. She prepares style drawings, develops storyboards and prepares art packages for China, supervises fittings and approves sampling stages. She briefs the graphic artist on design work and graphics to be completed.

PRODUCT DEVELOPMENT

\$60,000

Successfully completing her Diploma studies in Textiles, Clothing and Footwear; this candidate has gained industry experience both locally and overseas. She has gained experience liaising with offshore suppliers regarding cost prices in keeping with company price points and margin, product sourcing and preparation of final purchase orders to be sent to factories. This included communication with off-shore suppliers for approvals of samples/strike offs, quality checks and production of bulk; also assisting in the creation of storyboards and sampling for presentations to retail buyers.

PRODUCT DEVELOPMENT

\$55,000

This candidate has gained industry experience working in retail and wholesale in sales, administration and product development and has completed a Bachelor of Business Marketing degree. Most recently she has been working as a Product Developer and Administrative Assistant where her role consists of working with Buyers and following through on specifications and sampling, production, pricing, orders and delivery status.

ACCOUNT MANAGER

\$65,000

This candidate started her career in interior design but has since gone on to study a Textile and Design course at RMIT. She is now working as a Textile Designer most recently for a bedding company where her responsibilities include creating artwork for three bedlinen labels, trend research, yardages and prints, storyboards, specs and liaising with China.

SALES & KEY ACCOUNT MANAGER

\$88,000

This candidate has over 8 years of wholesale sales, product and brand management experience, coupled with account management of Australian retailers, leadership of sales teams and market knowledge of the fashion & lifestyle industries. She has gained experience in the areas of wholesale sales and account management, product ranging and planning, promotion and marketing, and financial management.