

# DECEMBER 2011 NEWSLETTER FASHION AND TEXTILE RECRUITMENT



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## Happy Holidays!

The holiday season is often used as a time of reflection and a chance to look back, not at the arduous times, but at all the events that have made us happy, grateful and thankful.

Permanser would like say "thank you" to all of the clients who we have had the pleasure of working with, both the companies who have entrusted us with their search assignments and to the very talented candidates who we have met and have allowed us to represent them. Without your trust, loyalty and belief in our abilities we would not be here.

As a company we have gone through many changes. September of this year saw us say goodbye to **Michael Harris**, a much loved member of our team who is now happily pursuing other activities in semi-retirement after over 20 years with Permanser. With the closing of a door a window was opened with the arrival of **David Solomon** to the team. David is a well known figure within the industry and has already started injecting new ideas and vitality into our team.

Unfortunately with the ending of the year we will also be saying goodbye to **Mary Phillips**. Mary has been with Permanser for 3 years as our 'Accounts Lady' and during that time she has ensured that our books have been kept ship-shape and orderly. Mary has become a valued member of our team and will be sorely missed.

With Mary leaving, a position within our team needed to be filled and we are glad to announce the arrival of **Toni Lo Riggio**, who will have some big shoes to fill but who we are sure will fit in well within our team.

This year also heralded the beginning of an exciting new stage for some of us. January brought us a new team member **Amy Hourigan**. While in February **Amy Ashford** (formerly Wright) became happily married.

Finally but by no means less importantly, this past year has also seen some anniversaries occur. Unheard of in recruitment circles, Permanser is very happy to congratulate **Kate Porter** and **Pauline Falkland-Brown** for reaching their 10 year milestone with the company. Their longevity not only shows their enjoyment for working within the industry but also a strong and supportive team culture within the company itself.

So these holidays we would like to wish you all a safe, relaxing and enjoyable festive season and look forward to working with you in 2012.



## Pauline Falkland-Brown Celebrates 10 Years with Permanser!



Pauline first joined Permanser in 2001 and quickly became a favourite with job seekers and hiring managers alike for her empathetic approach to the recruitment process. Pauline truly believes that a successful placement involves not only finding the right skill set for the required tasks but also the right personality fit for the team. Pauline's professionalism is clearly evident in that she is still working with many of the companies where she made her first placements and her loyal candidates continue to entrust her with their career progression.

During the last decade the nature of the textile, clothing and footwear sector has changed considerably but Pauline has always managed to adapt. While originally recruiting predominantly for local manufacturers and companies, Pauline has seen the shift to offshore production, and with it the nature of the roles she handles. Despite these changes Pauline has always been able to rise to the challenge of filling some of the more "interesting" positions including finding a team of people to sew coats for sheep.

Pauline has not only been an integral part in the success of Permanser but has also become an invaluable team member as well. Her inclusive nature and mentoring ability has made any new comer fill instantly at home, while her sarcastic and dry sense of humour often has us laughing.

Pauline has helped to Permanser to attain the reputation for specialist textile and fashion recruitment for which we are so proud. At Permanser we have recruited many candidates but Pauline would have to be our greatest recruitment success story to date.

Please join us in congratulating Pauline on achieving 10 years with Permanser and we look forward to many more successful years to come.

Here are some of the exceptional candidates who are waiting to work for you in 2012!

### Trend Forecaster

- Researches upcoming trends and relates them to the market
- Prepares trend presentation, colour reports, style recommendations, attends trade fairs, and researches for customers

### Product Manager

- Responsible for researching trends, setting the direction of the labels, attending overseas buying trips, liaising with overseas factories, signing off on ranges, approvals, attending fit sessions, negotiating costs and briefing her team.
- Uses Illustrator, Photoshop, InDesign and MS Office

### Production Manager

- Experience in most areas of generic high volume and branded garment production and logistics,
- Previous experience with local and offshore samples, lab dips, fabric and trims testing, making, cutting, calculating fabric and trims requirements, quality control, costing, ordering, measuring garments, shipping and 3<sup>rd</sup> party warehouse management.

### Sales Manager

- Enjoys account management, sourcing, negotiating and buying, as well as managing a team.
- Develops key account business plans with sales strategies and tactics to achieve targets and customer relationships

### Warehouse Supervisor

- Previously responsible for supervising 100 employees for a large fashion and textile company
- Used Excel regularly and is confident using in-house stock management software

### Assistant Accountant

- Completed a Bachelor of Commerce – Accounting and Finance
- Used a variety of accounting software including MYOB, ACCPAC, Great Plains and Crystal Reporting