**Career Advice #164 | Monshay Young**

**Retail | 22 May 2019**

**Salisbury, North Carolina**

**Post via Brigette Hyacinth**

Overview:

Thank you Brigitte for the post, much needed!  I am currently out of work, I don't have a job as of yet.  However, I keep applying and even reaching out to some of the recruiters that I can message about opportunities at their company.  That is so true that looking for a job can be draining within itself and being rejected.  However, I am going to keep looking and networking and I know with God's help that the door will open real soon. I know God is going to strategically place me with the right company where his light can shine and his purpose can go forth.  I am excited and standing in expectation for the BIG blessing that, I am and others are going to receive while waiting on their new opportunity or door to open.  Just keep the faith, keep applying, and networking.  It is going to pay off real BIG in the end.

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Hi Monshay,

A few job search and career planning sites that may help:

**AvraTalent | startups & candidates | https://avratalent.com/**

**CareerArc | www.careerarc.com**

**ConveyIQ |www.conveyiq.com/**

Fairygodboss | career community for women | https://fairygodboss.com/

Landit |women’s career fulfillment | https://landit.com

**Teamable |www.teamable.com**

**ZipRecruiter | online job postings | http://www.ziprecruiter.com/**

**Zippia | plan careers | www.zippia.com**

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Angel List |https://angel.co | startups list tech & non-tech roles here. Quick search revealed:

10,211 startups in USA

149 in North Carolina

55 in Charlotte

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Startups may not always use traditional recruiting sites. When these startups grow, they will need experienced staff. Your 10+ years of work experience should be a plus along with gaining familiarity with SaaS (software-as-a-service) applicable to the retail sector

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A selection of SaaS and related tech in the retail sector:

AiFi | “AI” checkout free system | http://aifi.io/

Farfetch |e-commerce for independent boutiques |www.farfetch.com

GetJenny | AI allows retailers to automate customer service conversations with chatbots without programming | www.getjenny.com

See post #2 of 3 | Retail SaaS (continued)

2nd POST

Hi Monshay. This is post #2 of 4

Retail SaaS (cont)

Lucky Cart | AI-led in-store promotions for food retailers | www.luckycart.com

Pensa Systems | automated view of retail shelves | https://www.pensasystems.com/

Poshmark | fashion resale | poshmark.com

RELEX | retail planning | www.relexsolutions.com

Revenue Analytics | pricing & revenue management for retailers | https://www.revenueanalytics.com/

StellaService | data, ratings & analytics for online retailers | https://stellaconnect.io/

Suuchi | supply chain platform provider for fashion brands & retailers | https://www.suuchi.com/

TwentyBN | Avatars for retailers | (https://20bn.com).

ViSenze | visual search tools for online retailers | https://www.visenze.com

Vue.ai | automate retail processes across multiple platforms | https://vue.ai/

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SaaS learning

SaaS today are bolt-on to existing ERP systems. Since you have an IT background, you will understand how easily such SaaS can be integrated. They are affordable, extremely effective and available for virtually all aspects of managing a business.

SaaS can be readily learned: download free demo; subscribe to newsletter; read on-line reviews; follow company on LinkedIn, Twitter & Instagram:

See post #3 of 4

3rd POST

Hi Monshay. This is post #3 of 4

Think Like an Entrepreneur

**Spur |** hourly workers | <https://spurjobs.com/>

Jyve | short-term work | [https://jyve.com/](%22ht)

NOTE: Spur and Jyve are included for the following reason: For you to see which retail companies are hiring and perhaps trigger possible ideas for you to work in a consulting capacity.

What if you became knowledgeable enough about one or more of the above retail SaaS to consider these ideas:

1) Approach local retailers to guide them on installing the SaaS for their bricks & mortar and e-commerce activities?

2) Approach one or more of the SaaS companies to be the official sales person to get local retails to subscribe to their SaaS?

Imagine all of the retailers in strip malls, outlet malls, shopping malls in the towns along Interstate 85?

Gary Vaynerchuk’s entrepreneur guidance would help. His book “Crushing It” provided many real-life entrepreneur stories such as the feature on Mimi Goodwin: “Mimi N Style” ([https://mimigstyle.com](%22)). She went from copying designer dresses to her own magazine (SewSew Def).

This joint podcast with Tim Ferriss focused on entrepreneurs:

Podcast: https://apple.co/2XVGfMD

YouTube: http://bit.ly/2J1uOP2

See post #4 of 4

4th POST

Hi Monshay. This is post #4 of 4

**LinkedIn Outreach (to anyone)**

Step 1: Prepare 300-character introduction

Step 2: Use LinkedIn “Personalized Message” to connect

Step 3: When they accept your connection, thank them & request permission to send your resume

Step 4: Confirm proper email; send your resume & relevant cover letter

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Augmented Reality business card. What if you spent the time to create your business card using this YT video link? It essentially can become an electronic CV. The second link is to create your own Augmented Reality App.

Imagine the impression you would make during interviews?

AR Business Card: http://bit.ly/2GSsS8R

AR App creation: http://bit.ly/2LjOkco

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Feel free to connect and DM me with your questions. Have fun!

