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To RSVP call
800-421-7250 ext. 4100
or 760-603-4100.

Career Coaching



Career Coaching is your chance to have a mentoring session with an industry leader who will answer your questions, help you find focus, and suggest a career path, based on your experience, training and personality. So don't be shy! The coaches are warm, friendly types who volunteer their time because they love the jewelry industry and want to share their expertise with enthusiastic job seekers (that's you!).

Choose an area of interest. Once you arrive at Career Fair, you'll be assigned to a coach in your selected area on a first-come, first-served basis.

Coaching Areas	Coaches in New York	Coaches in Carlsbad
Appraising	Gail Brett Levine, G.G. Executive Director National Association of Jewelry Appraisers David Rotenberg President David Craig Jewelers	Cos Altobelli President Altobelli Jewelers Gina D'Onofrio Owner Gina Jewels Richard Drucker President Gemworld International Thom Underwood Master Gemologist Appraiser San Diego Gemological Laboratory
Auctions		
Business Start-up and Entrepreneurship	Paul S. Cohen President Continental Jewelers, Inc. Howard Hauben President Centurion Jewelry & H2 Consulting, Inc. Chris Spencer President The Spencer Company	Howard Hauben President Centurion Jewelry & H2 Consulting, Inc. Steven Mindel, Esq. Attorney Feinberg, Mindel, Brandt, Klein, & Kline Donna Phelan Vice President, Investments Wachovia Securities Chris Spencer President The Spencer Company
Career Information	Frank Dallahan President/CEO MJSA Peggy Jo Donahue Director of Public Affairs Jewelers of America Isabella Fiske Vice President Marketing Lieberfarb, Inc. Andrea Hill Director The Bell Group Terry Ianuale President TMI Enterprises Inc. Dione Kenyon President The Jewelers Board of Trade Ronnie Klein President Displays and More Jay G. Leil, G.G. Key Account Development Manager Overseas Diamonds – Isee2 Mark Smelzer Publisher JCK International Publishing Group	Peggy Jo Donahue Director of Public Affairs Jewelers of America Andrea Hill Director The Bell Group Terry Ianuale President TMI Enterprises Inc. Jay G. Leil, G.G. Key Account Development Manager Overseas Diamonds – Isee2 Herb Lewis V.P. retired Allison Kaufman and Bulova Watch Co. Robin Lutin Regional Manager JCK Mark Smelzer Publisher JCK International Publishing Group
Colored Stones	Douglas Hucker Executive Director American Gem Trade Association (AGTA)	Edward Boehm President JOEB Enterprises, LLC George Houston President George C. Houston, Inc. Douglas Hucker Executive Director American Gem Trade Association (AGTA)
Design	Caroline Ballou B.A. Ballou & Co Inc. Sharon Khazzam President Sharon Khazzam Inc. Lisa Nikfarjam Senior Vice President, Sales Director Roberto Coin, Inc. Stephanie Occhipinti Jewelry Designer Stephanie Occhipinti Designs Ltd. Hedda Schupak Editor-in-Chief JCK	Chris Aire Founder and Designer Chris Aire Fine Jewelry & Timepieces Katey Brunini Designer K. Brunini Jewels Claudia Eandler Owner/Designer Claudia Eandler Designs Alishan Halebian Designer/Owner Alishan
Diamonds	Norma Haas Vice President ENH International Robert May Director of Business Development Pluczenik Diamond Group/ESCADA Fine Jewelry	Kalpesh Jhavori or Rahul Parikh K.R. Gems & Diamonds, Intl. Joe Landau President J. Landau, Inc.
Estate Jewelry		Mark Ebert Ebert & Co.
Interviewing Skills		
Laboratories		Bob Kane President & CEO Fine Gems International
Manufacturing	Babette Goodman Cohen Chair of Board I.B. Goodman Betty Moss Executive Vice President Roberto Coin Ed Petersen Production Manager Kwiat	Nancy Brewer President Nancy B. & Co. Vatche Fronjian MY WAY JEWELERS Lydia Tutunjian Alishan
Marketing and P.R.	Yancy K. Weinrich National Account Manager LUXURY by JCK	Robert Bridel President Robert Bridel & Associates
Networking For Business	Anna Martin Sr. Vice President ABN AMRO Bank Randi Shinske President RS Consulting - Luxury Brand Management and Development	
Pearls	Carolyn Jacoby Senior Representative Australian Pearl Centre (USA) and South Sea Pearl Consortium	
Resume Review	Cindy Ramsey Deputy Executive Director American Gem Society (AGS) Diana Jarrett, G.G. RMV Heritage Gems	Cindy Ramsey Deputy Executive Director American Gem Society (AGS)
Retail	Marc Green Vice Chairman Lux Bond & Green	Gene Allerman Mary Todd-McGinnis Vice President Ben Bridge Jeweler
Watches	Rick Bannerot Principal Wheeler & Co.	Vince Owens Regional Sales Manager Omega Watch Company

What You Might Talk To The Coaches About:

- Appraising** - What appraisers do; how to get into the appraisal business; pay levels; advancement; what kind of training and experience you'll need. [Back to top](#)
- Auctions** - What the marketplace is like; the difference between big auction houses and small ones; how to break into the business. [Back to top](#)
- Business Start-up & Entrepreneurship** - How to get started and what business to choose; things you'll need, like a business plan, insurance, inventory, etc.; the pitfalls you need to look out for; recruiting and screening employees; security concerns; marketing and public relations. [Back to top](#)
- Career Information** - A good area if you're a novice to the industry and don't have a clear idea of the types of jobs that are available. Coaches provide info on education requirements, pay scales, how to get started in the industry, advancement possibilities, opportunities in various industry sectors. [Back to top](#)
- Colored Stones** - Sources; how to price, how to sell; career opportunities in the colored stone sector vs. the diamond sector, wholesale vs. retail, how to market and promote, suppliers. [Back to top](#)
- Design** - What kind of training you need; how to position, market and sell your designs; whether to work for yourself or someone else; the how-to of product placement; public relations; high-end jewelry vs. mass merchandising; fashion and jewelry trends. [Back to top](#)
- Diamonds** - State of the diamond industry; education and qualifications; sources of supply and manufacturing; security issues; sales; marketing; branding; key issues like treatments, trends and designs; road sales repping, wholesale vs. retail, consumer concerns, grading reports, travel and international aspects. [Back to top](#)
- Estate Jewelry** - Which trends toward estate are more popular; unique education and background; learn what role provenance plays; popularity at auctions; marketing and selling; fashion aspects; wholesale vs. retailing. [Back to top](#)
- Interviewing Skills** - Learn how to conduct yourself at an interview. What questions to ask, how to answer questions; how, when, and who to follow up with. Background preparation and information on the company. Proper attire for the job and interview, thank you after the interview, the issue of salary. [Back to top](#)
- Laboratories** - What education is needed, duties and responsibilities, career path, skill level and development, what positions are available, small lab vs. large lab, pay scale, what's the best position for beginner, industry facts, advancement possibilities. [Back to top](#)
- Manufacturing** - Description of this industry sector, stones and metals, translating designs, getting started with a factory, how to train and recruit, identifying suppliers and customers, pay scales, safety issues, security, mass merchandising and mass wholesaling. [Back to top](#)
- Marketing** - Product placement, branding, advertising, background, business courses, strategizing. [Back to top](#)
- Networking for Business** - Advance your career by "networking" with your peers in the jewelry industry. Find out what organizations and associations to become involved with. Discover how to talk to people and what you need to succeed. Learn critical elements that contribute to valuable exchange of information. Find out how to socialize, meet, and greet, while collecting valuable information for advancement. [Back to top](#)
- Pearls** - Sources, the impact of Chinese pearls, how pearls are a special niche, understanding the grading system, marketing and designing with pearls, consumer awareness, education, how to sell. [Back to top](#)
- Resume Critique** - How to begin, basic elements, how to organize, appearance and design, options, types of resumes, objectives, references, cover letter, industry web sites for reference, electronic resumes, interview tips. [Back to top](#)
- Retail** - This is the entry point and backbone of the industry for many. Get some insights into the difference between chain stores and independent jewelers; retail climate - what to expect, pay, advancement, education, hours, working with consumers. [Back to top](#)
- Watches** - Understand this special niche in the jewelry industry; marketing, sales, trends. What you need to buy and sell. [Back to top](#)