



Sales Associate

Description

Responsible and highly motivated Sales Associate who is ready to take on all sales responsibilities from generating leads to closing sales. Ideal candidates will deliver a professional presentation to customers and uphold the ideals and standards of our company. The successful Sales Associate will constantly strive to meet all sales goals and exceed customer expectations.

Responsibilities

1. Welcome customers to the store and answer their queries
2. Follow and achieve department's sales goals on a monthly, quarterly and yearly basis
3. "Go the extra mile" to drive sales
4. Maintain in-stock and presentable condition assigned areas
5. Actively seek out customers in store
6. Remain knowledgeable on products offered and discuss available options
7. Deliver excellent customer service that ensures ongoing sales and high levels of customer satisfaction
8. Work with customers to determine their needs and then recommend the right product
9. Assist in ensuring that the product presentation area is clean and organized
10. Develop and cultivate strong buying relationships with customers
11. Use company literature and available training resources to stay up to date on product feature
12. Comply with inventory control procedures
13. Performs miscellaneous job-related duties as assigned.

Qualifications

Minimum Job Requirements

- May require a high school diploma or its equivalent and 0-2 years of experience in the field or in a related area.
- Has knowledge of commonly-used concepts, practices and procedures within a similar shop

CPR/1stAide Certification

Knowledge, Skills and Abilities Required

- General understanding of the principles of sales
- Experience with customer service
- Proven track record in achieving sales quota
- Working knowledge of customer and market dynamics and requirements
- Track record of over-achieving sales quota
- Hands-on experience with POS transactions
- Familiarity with inventory procedures
- Solid communication and interpersonal skills
- A friendly and energetic personality with customer service focus

Employment Type

Sales

Duration of employment

Full Time / Part Time

Job Location

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Working Hours

5 – 10 Hours a day Depending on the Season

- Ability to perform under pressure and address complaints in a timely manner

Working Conditions and Physical Effort

- Moderate physical activity. Requires handling of average-weight objects up to 25 pounds or standing and/or walking for more than four (4) hours per day.
- No or very limited exposure to physical risk.
- Work is normally performed in a typical interior work environment.