



## **Sales Advisor**

### **The Role**

The role involves working with the current sales team to proactively drive sales of our bricks and mortar furniture store, whilst successfully driving exceptional levels of service and delivering excellent standards of customer service.

The role offers a unique opportunity to join a well respected, successful, family owned and run, independent furniture store, with over 20 years of trading success.

### **Objective of role**

- Help to maximise sales for the store and across wider channels
- Provide first class customer experience
- Carry out stock management and store operation processes to help minimise risk and costs
- Grow personally and professionally as part of a dynamic business

### **General Responsibilities**

- Greet, assist and sell to customers
- Operate till and handle financial transactions
- Merchandise and replenish stock as directed
- Assist with deliveries and stock handling as directed
- Undertake cleaning and housekeeping duties
- Continually develop an understanding of the company's culture, products, ethical initiatives, other areas of business, and reflect this in everyday performance
- Take responsibility for a specific area of the store's operation
- Take responsibility for personal development and actively seek opportunities for improvement

### **Experience Required**

You will:

- have at least 1 years proven retail sales experience, ideally within a high street store – furniture experience not necessary but would be an advantage
- have had experience of taking personal responsibility for an aspect of a stores operation

### **Skills / Knowledge Required**

- Confident and a clear communicator
- Awareness of the impact of own performance and behaviour
- Awareness of own level of authority
- Understanding of the need for and impact of procedure compliance
- Ability to adapt to frequent change and a high pressure environment

### **Attitude Required**

- Passionate about driving sales and delivering exceptional customer service
- Highly self-motivated without self-importance
- Warm, friendly and engaging personality
- Strong sense of responsibility and desire to get things done properly

If you are ready to meet the challenge – and enjoy the rewards – a role with us could be for you.

### **Package:**

- Basic Salary: £15,000 plus un-capped company bonus scheme (Basic OTE £20,200)
- Hours: five days over seven-days – ***which will include working Saturday & Sundays.***
- From 1st Sept 2010, each sales person will be on a rolling rota where every 3 weeks they will have either a weekend day off or full weekend off on an alternate basis.
- Holidays: 28 days including Bank Holidays