

# United Arab Emirates Jobs Expertini®

## Sales Associate - Birkenstock

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Company: Apparel Group - UAE

Location: United Arab Emirates

Category: healthcare-practitioners-and-technical

### JOB DESCRIPTION

#### POSITION OBJECTIVE

The position is responsible to represent the brand by maximizing and contributing to the sales within the store through exceptional customer service and retail experience

Perform various operational duties such as store maintenance and visual presentation standards as assigned by the store manager / assistant store manager

#### Key Responsibilities

##### Customer Service:

Greet the customers and assist them in selecting the right product.

Convert the window shoppers to ultimate buyers.

Promote the Club Apparel Loyalty Program of the company for repeat sales

Serve Customers with the highest standards and follow the company guideline of selling ( GUEST â€ Greet, Understand, Explain, Sell, Thank)

Must be updated about the various brands of the group for suggestive selling to the customers

#### Grooming / Attitude / Knowledge:

Must be presentable and well-groomed at all the times

Flexible to work for extended hours during the Sale period

Must possess up to date product knowledge and ensure minimal stock loss.

Flexible to work for extended hours during the Sale period.

**Merchandise:**

Ensure all stock is laid out and displayed in order to attract customers and also as per standard layout norms

Ensure all VM guidelines are followed and all Stock Norms on clearance are maintained.

Record the inventory inward / outward and maintain the report of the same

**Process :**

Handle the POS (Point of Sale) / Billing Counter efficiently

Tally money in the cash till during the beginning / end of the shifts

Issue receipts / refunds / change to the customers correctly

Process the payments by cash / credit cards / vouchers / automatic debits

Ensure awareness and vigilance at all times of security in the store without any negligence

Must be flexible to work for varied shifts and overtime as per the business requirement

Adhere to SOP & Loss Prevention Policies

Maintain confidentiality of the sales figures to the outside party

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