

SALES SPECIALIST

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Company: Christian Dior Couture

Location: United Arab Emirates

Category: healthcare-practitioners-and-technical

Position

A Sales Specialist is responsible for maintaining an outstanding customer service and achieving sales goals.

Sales Specialists should master Dior product knowledge and sales techniques/selling ceremony steps. They embody the image of Dior by having stylish grooming, a positive and elegant attitude.

Main Responsibilities:

Ensure high level of customer satisfaction through excellent sales service.

Assess customers needs and provide assistance and information on product features.

Achieve monthly and annually sales target.

Responsible on building relationships with customers through regular use of client book.

Assist in floor moves, merchandising and display maintenance.

Maintain an awareness of all promotions and advertisements.

Participate in store meetings and training seminars.

Maintain correspondence with a list of established clients and develop new clients.

Profile

Bachelors degree/Diploma

Minimum 2 years of working experience in retail industry; luxury industry is preferable.

Pleasant and good grooming skills.

Strong communication skills.

Passionate with fashion and luxury retail industry.

Outstanding customer service.

Manage time wisely in a fast-paced environment.

Physical ability to stand for extended periods.

Flexibility with work varied hours/days, including nights, weekends, and holidays as needed.

Willingness to adhere to all company policies, procedures, regulations, and standards.

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