

ADIDAS FACTORY OUTLET STORE



SALES CONSULTANT – FULL TIME

CONTRIBUTE TO MEETING OR EXCEEDING TARGETS BY:

- Passionately inspiring consumer loyalty to the brand
- Effectively serving and selling to customers
- Diligently executing store operations

PURPOSE & IMPACT ON ORGANIZATION:

- Be aware of store sales and KPI targets, as well as individual performance targets, take ownership over them and use all available store resources to meet or exceed them
- Execute the Brand Customer Service standards to meet or exceed customers' expectations
- Be a Brand Ambassador, consistently exhibiting the Brand Attitude and Values
- Use Seasonal Brand and product knowledge effectively during sales interactions
- Communicate product features and benefits and unique selling points clearly to address customers' needs and strengthen their connection to the Brand
- Adhere to all established policies and procedures
- Execute and maintain established Visual Merchandising and In-Store Communication standards
- Process merchandise deliveries quickly and effectively, and constantly replenish merchandising fixtures to ensure the store's entire product offer is represented on the sales floor
- Complete cash register transactions quickly and accurately
- Minimize loss in both, the stockroom and the sales floor
- Perform all store operations in a safe, effective and efficient manner
- Collaborate productively and respectfully with team members
- Complete all applicable training programs and effectively apply the learning on the job
- Seek coaching and learning opportunities to continually improve your performance

KNOWLEDGE, CAPABILITIES AND EXPERIENCE:

- Preferably experience working in a sports/fashion customer & commercial focused retail environment
- Basic numeracy, literacy and verbal communication skills
- Fluent in English

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