

## **JOB DESCRIPTION**

An exciting opportunity has arisen for an outstanding salesperson to work in one of our inspiring, designed tile showrooms. Our showrooms offer a wealth of ideas and our sales team are passionate about creating fantastic shopping experience for our customers. We focus on combining expert knowledge with a friendly and welcoming approach and we are passionate about helping people transform their homes with beautiful tiles. We're looking for the right salesperson to join our team to actively sell our extensive portfolio of premium tiles.

If you enjoy working in a busy, fast-paced environment and you have excellent communication and interpersonal skills, this may be the right opportunity for you. The ideal candidate will be a natural sales persona and brand advocate, able to successfully represent our core values of excellent customer service, as well as showcase experience and knowledge of tiles and interiors. With our commitment to continual growth and development, now is an exciting time to join the Original Style team.

**JOB TITLE:** RETAIL SALES CONUSULTANT

**DEPARTMENT:** RETAIL

**BASED:** BOURNEMOUTH RETAIL SHOWROOM

**REPORTS TO:** RETAIL MANAGER

### **PURPOSE OF THE ROLE**

Part of the Retail Team, the incumbent is responsible for providing knowledgeable help and advice to customers in a professional, personalised and friendly manner.

### **MAIN RESPONSIBILITIES**

- Greet customers and ascertain what each customer wants or needs, without being overbearing.
- Complete a sale efficiently, being able to accurately handle money, credit card transactions etc. and provide the customer and the company with the necessary paperwork associated with the sale.
- Maintain knowledge of current sales and promotions, policies regarding payment and exchanges, and security practices.
- Continually learn about the product ranges.
- Maintain records related to sales.
- Watch for and recognise security risks and thefts, and know how to prevent or handle these situations.
- Recommend, select, and help locate or obtain merchandise based on customer needs and desires.
- Answer questions regarding the showroom and its merchandise.
- Describe the range of products and explain the use, operation, and care of them to customers.
- Ticket, arrange and display merchandise to promote sales.
- Take delivery of stock from the main warehouse and store appropriately.
- With the help of the rest of the team, ensure good housekeeping is maintained – a clean and tidy shop is essential.
- If required, help customers to their vehicle with purchased product.

- Inventory stock.
- Endorse and promote a positive and conscious health and safety culture within the Company. Ensure always take reasonable care of their own health and safety and that of others who may be affected by their acts or omissions.
- Ensure compliance with all health and safety, quality and human resource policies and procedures of Original Style.

These are the main functions of the job but employees may be required to carry out other duties as may be reasonably required.

## **PERSON SPECIFICATION**

To succeed in this role the person needs to:

- demonstrate excellent customer services skills;
- have excellent interpersonal skills with the ability to liaise with customers to discuss a particular project or idea and develop a genuine understanding of the client's needs;
- be able to suggest design concepts and proposals and present these to customers;
- have the ability to adapt design skills to promote products;
- be creative, imaginative and energetic;
- have a flair for design and colour;
- be willing to learn about the product and be able to retain the information;
- be able to convey information effectively and accurately;
- have a good educational background, with the ability to understand basic mathematics (e.g. addition, subtraction, multiplication, division, calculation of areas);
- be willing to lift boxes of tiles;
- work some weekends as part of the staff rota, working five days over a seven day period;
- be IT literate;
- be a team player;
- be reliable and able to work unsupervised.

Experience in the home improvements sector is desirable.

A full (ideally clean) driving licence would be an advantage.

## **REMUNERATION AND BENEFITS**

We offer a competitive salary and benefits including a contributory pension scheme, 23 days holiday (increasing to 26 days with service) plus public holidays, staff discounts, death in service cover and Medicash Healthcare Cashplan (including shopping, travel and gym discounts). In addition there is structured training and the potential for career progression within our growing dynamic company.

## **BACKGROUND INFORMATION ON ORIGINAL STYLE LIMITED**

Please refer to the following website: [www.originalstyle.com](http://www.originalstyle.com)

## **LOCATION**

Original Style's retail showroom in Bournemouth can be found at 520 Wallisdown Road , Bournemouth, BH11 8QE, Dorset