

Beauty Advisor

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Company: Chalhoub Group (Dammam)

Location: Saudi Arabia

Category: other-general

Job Summary

The Beauty Advisor is responsible for delivering an outstanding customer service to all customers and using appropriate sales techniques and product knowledge to reach the sales targets, in addition to stock replenishment, handling new launches, promotion of products and visual merchandising.

Main Responsibilities

Sales Focus

- Achieve the sales target and focus on increasing sales by using advanced sales techniques
- Focus on selling and up selling
- Demonstrate a solid knowledge of brands and products
- Monitor sales activities and generate a daily sales report

Customer Focus

- Build and maintain customer relationships in order to build strong loyalty
- Address customers queries about products, prices, availability, product uses, and services
- Communicate with customers to assess their needs, provide assistance in satisfying those needs and meeting or surpassing customers expectations
- Advise customers on product ranges best suited to their needs
- Demonstrate usage and benefits of various Brands and products
- Handle new launches, promotion of products and visual merchandising

Stock Replenishment

- Ensure stock replenishment at all times
- Report stock shortages using the stock order form
- Ensure stock receipt as per set procedures

Other

- Maintain cleanliness in his/her area of responsibility
- Follow all company procedures in ordering, cash handling and other common practices.

Requirements

Previous Experience

1-2 years in Sales / Retail

Desired Candidate Profile

Education:

Any Graduation()

Gender:

nm

Nationality:

Any Nationality

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