

Beards – Sales Consultant

Job Description

Beards are recruiting for a part-time sales consultant for their Cheltenham showroom. Candidates will have a background in the luxury goods sector, preferably in selling fine jewellery with a high level of client service and building relationships. Beards offer a good salary commensurate with experience. The role is client facing, three/four days a week, including Saturdays and Sundays. Training in both jewellery and watches will be provided with strong career development opportunities.

Sales & Clients

- Generating sales in order to achieve specific sales targets
- Providing a high standard of client service at all times
- Developing & maintaining relationships with existing and prospective clients
- Utilising the client database & other marketing tools
- Generating & responding to enquiries & converting into sales
- Monitoring product performance & replenishment of stock
- Providing feedback from clients & product performance
- Taking part & contributing to daily team sales meetings

Store Operations

- Dress the windows, ensuring the displays are neat and clean and pieces are well presented
- Ensure the store is clean & tidy and ready to welcome clients & maintained throughout the day
- Approaching all clients on the shop floor and responding to online & telephone enquiries
- Undertake monthly stock takes
- Ensure stock is carefully & securely looked after and displayed properly, in line with branded VM guidelines
- Taking part in events when appropriate
- Manage own workload, communicating with team to help overcome problems

Business Development

- Building relationships with local businesses to generate new clients & maintain relationships with existing clients
- Sharing ideas to build a strategy to increase sales and client database through social media, marketing, promotions and events
- Taking part & planning promotional events both in house and with other businesses

Experience, knowledge & skills

- Strong ability to close sales
- CRM
- Self motivated with a pro-active approach to business development and sales
- Excellent communication skills, written & verbal
- Computer literate
- Able & willing to adapt to demands and changes in the workplace