# Job Title: Holiday Seasonal Team Player (Sales Associate)- Savannah

Position: Team Player (Sales Associate)

Location: Pooler, GA 31322

JOIN ASICS FOR THE WINTER!

We are seeking candidates to help us with our summer seasonal business as TEMPORARY PART TIME SALES ASSOCIATES. The position requires someone that is personable, energetic, highly organized and hard working. These individuals should enjoy a fast-paced, busy holiday shopping environment. Candidates must have availability between November 1, 2018 and December 31, 2018, to work a flexible schedule to meet the needs of the holiday seasonal business.  This may require night, weekend shifts, and any extended hours the Outlet Center is open.

Note:  Seasonal assignments will have an end date based on business need

**POSITION PURPOSE / SUMMARY STATEMENT** (defines the major functions/purpose of the position):

The Team Player is to deliver a great client experience through assessing needs, product education and engaging communication to provide a personalized shopping environment.

**SUPERVISORY RESPONSIBILITIES** (include titles of positions directly reporting to this position):

* This position does not have supervisory responsibilities.

**ORGANIZATIONAL RELATIONSHIPS:**

* Interacts with all levels throughout organization including employees and outside vendors

**PRINCIPAL ACCOUNTABILITIES AND FUNCTIONS** (List 5-12 duties and responsibilities; identify if they are ‘Essential’ or ‘Marginal’ and the % of time spent doing each - % of time must add up to 100%):

|  |  |  |
| --- | --- | --- |
| **% of Time** | **Essential/Marginal Function** | **DUTIES AND RESPONSIBILITIES** |
| 30 | Essential | * Greet customers to assess customer needs and to provide an exceptional shopping experience.
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| 25 | Essential | * Describe footwear and apparel technology to ensure customers are making informed decisions for their purchase.
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| 5 | Essential | * Recommend, select, and help locate merchandise based on customer needs.
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| 5 | Essential | * Maintain knowledge of sales, promotions, and policies regarding purchases and exchanges or returns.
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| 10 | Essential | * Demonstrate the features and benefits of footwear and apparel to maximize sales goals.
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| 5 | Marginal | * Watch for and recognize security risks and thefts as well as know how to prevent or handle these situations.
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| 5 | Marginal | * Maintain store appearance by straightening, sizing, and refolding merchandise to create exceptional shopping experience.
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| 5 | Marginal | * Support with the processing of shipment of merchandise by sensoring, repricing, and filling the sales floor with product to sell to customers.
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**100%**

**KNOWLEDGE, SKILLS & ABILITIES:**

* Knowledge of product features for customers to make informed decisions of purchase.
* Knowledge of principles and processes for providing customer service. This includes customer needs assessment, meeting quality standards for services, and evaluation of customer satisfaction.
* Knowledge of principles and methods for showing, promoting, and selling products. This includes product demonstration, and sales techniques.
* Knowledge of addition, subtraction, multiplication and division.
* Skilled at giving full attention to what other people are saying, taking time to understand the points being made, asking questions as appropriate, and not interrupting at inappropriate times.
* Skilled at talking to others to convey information effectively.
* Skilled at actively looking for ways to help people.
* Skilled at being aware of other’s reactions and understanding why they react

**CORE COMPETENCIES:**

* Communicates Effectively – Non Leadership
* Connects with the Customer – Non Leadership
* Cultivates Collaboration – Non Leadership
* Delivers Results Effectively – Non Leadership
* Initiative – Non Leadership
* Innovative – Non Leadership
* Job Expertise – Non Leadership
* 3.0 – Fully Competent Performance
* Shows Great Judgment – Non Leadership

**MINIMUM QUALIFICATIONS**

**EDUCATION/EXPERIENCE:**

* 1+ years of experience in specialty or luxury retail and/or customer service.
* Computer skills: Microsoft Suite (Word, Excel, PowerPoint)
* Google Applications such as Gmail, Google Hangouts, etc. a plus.

**CERTIFICATES, LICENSES, REGISTRATIONS:**

* Not Applicable

**PHYSICAL DEMANDS:**In general, the following physical demands are representative of those that must be met by an employee to successfully perform the essential functions of this job.  Reasonable accommodations may be made to allow differently-abled individuals to perform the essential functions of the job.

* Must be able to see, hear, speak and write clearly in order to communicate with employees and/or other customers.
* Manual dexterity required.