



RETAIL SALES SPECIALIST - SOFT GOODS

This position is primarily responsible for the sale of clothing (soft goods) and accessory items to meet our customers' needs. This entails merchandising products to attract interest and assisting with inventory control while continuing to provide best-in-class guest service.

Job Responsibilities:

- Greet all customers in the store with a smile.
- Develop a rapport with customers through conversation to understand their needs.
- Build trust from the customer through product knowledge and the delivery of accurate information.
- Bring the sale to a successful close.
- Upsell by demonstrating knowledge of accessory and/or related products or warranty agreements as appropriate for the needs of the customer.
- Operate the POS system to complete the sale.
- Be on-time for your scheduled work-shift with proper and clean appearance.
- Protect company assets through loss prevention techniques.
- Be energetic, motivated, and possess the ability to multi-task.
- Merchandise the store by stocking shelves, counters, or tables with products.
- Demonstrate the desire to succeed and grow within the company.

Job Requirements:

- Previous retail store experience
- Friendly, outgoing, and comfortable working with people
- Strong customer service skills
- Team oriented
- Have basic computer skills
- Strong communication skills
- Love to experience outdoor adventures and some knowledge of how it all works
- Need to be flexible in your schedule, including working split shifts, nights, holidays, and weekends
- Must be able to stand for extended periods of time and regularly lift 25 pounds