

9/1/2020



FIREDISC®
281-206-2678
firedisccookers.com

Retail Sales Associate

FIREDISC® - Katy, TX

FIREDISC® is a Houston based manufacturer of portable cookers and accessories. The company is ten years old and is growing rapidly. FIREDISC has a core culture that values integrity and its employees and is seeking an honest and hard-working individual who is looking to grow with a company.

The Retail Sales Associate will work closely with the Flagship Store Manager to increase sales and manage customer service for the Flagship Store.

Reports to:

- Flagship Store Manager

Key Interfaces:

- The Retail Sales Associate will be a key figure in maintaining constant contact with customers in the store and to increase sales day by day by greeting any and all customers.

Duties:

- Greet and direct customers
- Provide accurate information (e.g. product features, pricing and after-sales services)
- Answer customers' questions about specific products/services
- Conduct price and feature comparisons to facilitate purchasing
- Cross-sell products
- Ensure racks are fully stocked
- Manage returns of merchandise
- Coordinate with the Retail Sales Representatives team to provide excellent customer service (especially during peak times)
- Inform customers about discounts and special offers
- Provide customer feedback to the Store Manager
- Stay up-to-date with new products/services

Demonstrated proficiency in:

- Proven work experience as a Retail Sales Representative, Sales Associate or similar role
- Understanding of the retail sales process
- Familiarity with consumer behavior principles
- Knowledge of inventory stocking procedures
- Basic math skills
- Track record of achieving sales quotas
- Excellent communication skills, capable of building trusting relationships
- Ability to perform in fast-paced environments
- Flexibility to work various shifts
- High school degree
- BSc in Marketing or related field is a plus
- Powerful leading skills and business orientation
- Customer management skills



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- Strong organizational skills
- Good communication and interpersonal skills
- Square Up POS System
- Web based software

Education and Previous Experience Requirements:

- Experience in B2C sales, customer service, logistics, project coordination, Inventory management
- Strong communication skills
- Sales skills
- High Energy
- Customer Service Oriented
- Ability to prioritize a frequently changing set of deliverables

Travel: None

Job Type: Hourly, Weekdays, Weekends and Holidays on a revolving schedule

Pay: \$16.50 per hour + commission

This job description is not all-inclusive and is subject to change as the needs of the business change.

