

JOB DESCRIPTION

Job Title: Retail Sales Consultant (Full time)

Hours: 5 days per week, including weekends (36.25 hours)

Reports to: Retail Store Manager

Department: Retail Store

Amos Lighting + Home has been established over 20 years. We are expanding our store so need to increase our retail selling team.

The role

We are seeking an experienced sales driven individual with energy and professionalism to join our retail store. The role is full time, 5 days per week based at our Topsham shop and includes some weekends.

You will be comfortable in selling across our product ranges and dealing with major purchases. You should have great listening skills and the ability to confidently select, match and sell products based on the individual requirements of the customer.

You'll be a key member of our team and use product knowledge to meet the department's targets whilst delivering outstanding customer service. Our Trustpilot reviews are currently 4.9 out of 5.0.

The role also involves responding to telephone orders, customer e-mail, and online sales requests. All this should be carried out with a sense of urgency, courtesy and efficiency.

You will work closely with our existing trustworthy and dedicated team and be expected to think on your feet and multi-task.

Training on our lighting, furnishings and customer service will be provided. This is done in-house, plus, you will also be encouraged to learn independently about our products.

The role also includes helping merchandise our product ranges for maximum impact allowing us to cross sell and up-sell.

Key Skill Requirements

- Have at least 3 years retail experience within a quality retail environment
- You should be computer literate and have a good numeric skills including Excel.
- Effective, honest, and open communicator
- A positive and can-do attitude to your work and life
- To be goal orientated and strive to exceed sales targets
- Display a growth mind-set with an active self-learning approach
- A flexible approach to working hours, including weekend work and Bank Holidays
- Thrive within a busy and dynamic environment

What we offer to you

A friendly and supportive environment with a close-knit team and the opportunity to develop as you become more accomplished and involved in our business.

- Salary from £27,000+ DOE
 - Free parking
 - 28 days holiday including national holidays
 - Generous Staff discounts
 - Company pension scheme
 - Employee Assistance Program
 - Sick pay (after 12 months service)
- An excellent opportunity to grow with the company

Interested in the role?

To apply please visit or email rudy@amoslighting.co.uk for further information