

SALES ADVISOR, AUSTIN

We have a great opportunity for a Sales Advisor who is responsible for supporting the Market Manager in meeting annual store sales objectives by driving customer traffic to the store and converting on this traffic to generate trampoline sales. This role is directly responsible for coordinating and scheduling installations for Springfree store and has direct report responsibilities for part-time store Sales Associates. The primary work location is 3220 Amy Donovan Plaza, Suite 116, Austin

ESSENTIAL DUTIES AND RESPONSIBILITIES

- Greet customers and proceed with Springfree selling process
- Lead and manage the execution of in-store events
- Participate and lend sales support for off-site community events and shows when required
- Lead the hiring and training of part-time Sales Associates using company training guidelines
- Schedule hours for part-time Sales Associates and submit payroll hours to Finance Dept.
- Handle and manage incoming customer service telephone calls
- Follow up on customer leads/prospects through outbound telephone calls
- Working with the Market Manager, to prospect for local store community events and partnerships/sponsorships

Installations

- Hire and schedule part-time installation staff using NetSuite as the tool
- Coordinate installation schedule for Springfree stores in the market
- Register customer warranties when installations completed

BEHAVIOURAL COMPETENCIES

- Entrepreneurial, resourceful and self- motivated
- Good interpersonal and communication skills.
- Strong customer service orientation
- A good team player working assisting colleagues as required and working as one collective team
- Flexible and adaptable to handle a variety of situations and duties
- Demonstrates good leadership with the ability to motivate others
- Demonstrates a strong passion for the product, business and team

EDUCATION AND EXPERIENCE

- Minimum of 2 years customer service, sales or retail experience
- University or Community College preferred
- Proficient with Microsoft Outlook and Word