

## Senior Sales Associate

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Company: Tanqeeb

Location: Manama

Category: other-general

### Job Description

#### POSITION OBJECTIVE

The position is responsible to represent the brand by maximizing and contributing to the sales within the store through exceptional customer service and retail experience

Perform various operational duties such as store maintenance and visual presentation standards as assigned by the store manager / assistant store manager

#### Key Responsibilities

##### Customer Service:

Greet the customers and assist them in selecting the right product.

Convert the window shoppers to ultimate buyers.

Promote the Club Apparel Loyalty Program of the company for repeat sales

Serve Customers with the highest standards and follow the company guideline of selling ( GUEST – Greet, Understand, Explain, Sell, Thank)

Must be updated about the various brands of the group for suggestive selling to the customers - Grooming / Attitude / Knowledge

Must be presentable and well-groomed at all the times

Flexible to work for extended hours during the Sale period

Must possess up to date product knowledge and ensure minimal stock loss.

Flexible to work for extended hours during the Sale period.

#### Merchandise:

Ensure all stock is laid out and displayed in order to attract customers and also as per standard layout norms

Ensure all VM guidelines are followed and all Stock Norms on clearance are maintained.

Record the inventory inward / outward and maintain the report of the same Process

Handle the POS (Point of Sale) / Billing Counter efficiently

Tally money in the cash till during the beginning / end of the shifts

Issue receipts / refunds / change to the customers correctly

Process the payments by cash / credit cards / vouchers / automatic debits

Ensure awareness and vigilance at all times of security in the store without any negligence

Must be flexible to work for varied shifts and overtime as per the business requirement

Adhere to SOP & Loss Prevention Policies

Maintain confidentiality of the sales figures to the outside party

## About Us

“Apparel Group is a global fashion and lifestyle retail conglomerate residing at the crossroads of the modern economy – Dubai, United Arab Emirates. Today, the Apparel Group caters to thousands of eager shoppers through its more than + stores and 75+ brands across all platforms employing 17, multicultural staff covering four continents.

Apparel group has carved its strong presence not only in the UAE, Kuwait, Bahrain, Oman, and Saudi Arabia but opened thriving gateways to market in India, South Africa, Singapore, Indonesia, Thailand and Malaysia. Additionally, clear strategies are in place to enter emerging markets such as Hungary, Pakistan, Egypt and Philippines. Also, Apparel Group provides customers the experience of shopping from the comfort of their own home with ease and convenience via our E-Commerce site

Apparel Group Operates Brands from around the world, originating from USA, Canada, Europe, Australia, Asia and include leading names in Fashion, Footwear & Lifestyle such as Tommy Hilfiger, Charles & Keith, Skechers, Aldo, Nine West, Aeropostale, Jamie’s Italian to name a few and other key brands include Tim Hortons, Cold Stone Creamery, Inglot, Rituals etc..

The Apparel Group owes its amazing growth to the vision and guidance of its dynamic Chairman, Nilesh Ved, who has taken the company from strength to strength since its inception in the last two decades.”

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