

RETAIL SALES EXECUTIVE

We are looking for a highly motivated and results-driven Retail Sales Executive to join our team. You will play a pivotal role in providing exceptional customer engagement, product expertise, and ensuring the success of our team.

Key Responsibilities

1. Customer Engagement:

- Assisting clients to understand their needs, preferences, and budget to provide product recommendations.
- Create and maintain strong relationships with existing customers to ensure long lasting customer satisfaction.
- Develop strong relationships with key designers to generate sale opportunity.

2. Product Knowledge:

- Develop an in-depth understanding of company's value and history and storyline of all our product offering.
- Stay updated on new arrivals, product features, and design trends.

3. Sales:

- Work towards achieving and exceeding sales targets by effectively closing sales deals.
- Create all related sales document including sales presentation, quotation, etc. to present to customers, as part of project proposal.
- Collect sales and customer data to produce timely sale forecast.
- Maintain accurate records of sales activities, sales pipeline, customer satisfaction, and product feedback.

4. Store:

- Collaborate with the Visual Merchandiser to maintain attractive in-store displays.
- Ensure that the retail space is organized, clean, and aesthetically pleasing to enhance the shopping experience.
- Monitor product availability and liaise with the inventory team to restock products as necessary.

Qualifications

- Bachelor's degree in any related field.
- Excellent English communication skills, both written and spoken.
- Strong knowledge and appreciation in art and design or luxury products.
- Service-minded.
- Newly graduates are welcome.
- Background in Interior Design or Fine Arts is an advantage

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If you are interested, please contact;

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