



Job Description

Job Title: Sales Professional
Department/Location: Retail/NYC

FLSA Status: Non-Exempt
Report to: Store Manager

Loro Piana, a leader in manufacturing and distribution of the world's finest quality textiles, ready to wear, accessories and custom made garments, has an outstanding opportunity available in our Retail Division. We are looking for confident and enthusiastic candidates. They must have a natural selling ability, strong written and verbal communication skills, a great sense of aesthetics, motivation to build relationships and their business, possess a willingness to learn about the brand, and have an appreciation for luxury goods and our exclusive clientele. This is a career opportunity with a best in class company who invest in the growth of talented and hard-working individuals. Salary is competitive plus commission, 401k, and excellent benefits.

General Purpose of the Position: Provide exceptional customer service and sales assistance to specialty store clientele through the development of strong, professional relationships.

Essential Duties and Responsibilities:

- Achieve personal sales goal
- Develop and maintain thorough product knowledge
- Provide exceptional customer service by anticipating the needs of the client and working to exceed their expectations
- Maximize the sales performance by establishing strong relationships and gaining insight to the needs and lifestyle of the client.
- Develop active, repeat customer base
- Maintain accurate, detailed clientele book
- Provide feedback to store manager on merchandise trends, missed opportunities and issues related to fit and quality
- Ensure appropriate sales floor coverage and comply with all loss prevention procedures to ensure integrity of inventory
- Proper presentation and grooming
- Ensure a respectful selling environment at all time

Skills and Abilities Required:

- Excellent written and verbal communication skills
- Passion
- Intelligence
- Ambition
- Motivation
- Strong sense of aesthetics and an interest in fashion
- Enthusiasm
- Natural selling abilities
- Confidence
- Determination

Computer Equipment and Software Requirements: Microsoft Word and Outlook

Education and Experience Required: BA degree and/or a minimum 2 years selling experience in a luxury retail environment

Please send all resumes for consideration to: sturgia1@ohio.edu