

SALES LEAD | KEY HOLDER

JOB OBJECTIVE

Support the Store Manager in all tasks necessary to the efficient operation of the store. Provide prompt and courteous service to customers in order to maximize sales and customer service, so as to promote the company's image of quality and professionalism.

STATUS

Reports directly to the Store Manager and Assistant Managers. Represent an integral part of the store team and through their participation creates a healthy and pleasant atmosphere, in which employees are motivated to achieve company goals and surpass their personal sales goals.

KEY JOB FUNCTIONS

- Support the Store Manager in the supervision of sales/stock teams and all other employees essential to the efficient operation of the store.
- Maximizes personal and store sales by providing the highest level of customer satisfaction.
- Ensure that all employees comply with company policies, practices and procedures.

JOB DUTIES

- Ensure that all personnel practices professional salesmanship according to company policies and procedures in order to achieve maximum sales and provide the highest level of customer satisfaction.
- Adheres to and enforces loss prevention and security policies, credit policies and procedures including employee purchases, deposit logs, return and exchange policies.
- Ensure that all merchandise is properly ticketed and properly displayed and maintains the section(s) that they are responsible for in accordance with company standards.
- Communicates stock replenishment needs to Store Manager.
- Supports the Store Manager in all essential duties necessary for the efficient operation of the store.
- Enforce and complies with all store/company policies and procedures.

QUALIFICATIONS (MINIMUM QUALIFICATIONS REQUIRED TO PERFORM TASKS)

- Related work experience: one year of selling experience (retail or service industry)
- Physical requirements: able to bend, climb ladders, lift and move boxes up to 35 lb.
- Other qualifications :
 - Strong leadership and ability to motivate people in order to achieve sales objectives
 - Excellent verbal and written communication skills
 - Previous Key Holder Experience
 - Service Oriented
 - Fashion Oriented
 - Willing to work retail hours (i.e. nights, weekends and holidays)

Birkenstock reserves the right to change, alter, or amend the job duties of employees at its sole discretion with or without notice.

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Birkenstock USA, LP • 100 Wood Hollow Drive, Suite 100 • Novato, CA 94945

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