



Sales Lead/セールスリード

For a famous American Fashion Brand

Job Information

Recruiter

Ascent Global Partners

Job ID

1457698

Industry

Apparel, Fashion

Company Type

International Company

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

5 million yen ~ 8 million yen

Refreshed

April 17th, 2024 05:00

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Business Level

Minimum Education Level

Associate Degree/Diploma

Visa Status

Permission to work in Japan required

Job Description

Looking for someone who comes especially from the FASHION industry.

As a Sales Lead, you will hold a pivotal role in driving sales and ensuring a positive customer experience. Your responsibilities encompass leading a team of sales associates and providing them with guidance and support to maximize their performance and achieve sales targets. Leveraging your exceptional leadership skills and in-depth product knowledge, you will deliver outstanding customer service, foster brand loyalty, and contribute to the overall success of the store.

Responsibilities:

1. Lead and inspire a team of sales associates to reach sales goals and provide exceptional customer service.
2. Assist the Store Manager and Assistant Store Manager in day-to-day operations, including opening and closing

procedures.

3. Coach and educate sales associates on product knowledge, sales techniques, and customer engagement to enhance their performance.
4. Ensure the store is well-stocked, organized, and visually appealing, creating an inviting shopping environment.
5. Demonstrate a comprehensive understanding of the products, including features, benefits, and styling recommendations.
6. Serve as a brand representative by embodying the company's values and promoting a positive work culture.
7. Address customer issues and concerns professionally and promptly, ensuring customer satisfaction.
8. Monitor and analyze sales metrics, identify trends, and implement strategies to boost sales and enhance store performance.
9. Stay informed about industry trends, competitor activities, and market changes to provide insights and improvement suggestions.
10. Adhere to all company policies, procedures, and guidelines, including those related to loss prevention and safety.

Required Skills

Requirements:

1. High school diploma or equivalent; some college education preferred.
2. Previous experience in retail sales or a leadership role is highly advantageous.
3. Strong interpersonal and communication skills for effective interactions with customers and team members.
4. Demonstrated ability to lead and motivate a team, driving sales and achieving targets.
5. Excellent organizational and time management skills to manage multiple priorities in a fast-paced environment.
6. A passion for fashion and a keen eye for styling trends.
7. Proficiency in using technology and point-of-sale systems.

Company Description