



Jewelry Sales Associate – European Luxury Brand Designer - New Store Opening NYC

A Famous European Luxury Jewelry Designer is seeking a Senior Sales Associate skilled at developing and nurturing client relationships, while identifying opportunities to expand upon the client's personal collection of fine and high-end jewelry. The Senior Sales Associate must hold the critical position of acting as a brand ambassador, consistently exceeding client expectations, and achieving their individual monthly sales targets. His or Her passion and entrepreneurial spirit is conveyed in every conversation and imperative for the success of this important role.

Position Overview:

The Senior Sales Associate is to embody the brand's passion and creativity for diamonds and jewelry design. The Senior Sales Associate must be skilled at developing and nurturing client relationships, while identifying opportunities to expand upon the client's personal collection of fine and high-end jewelry. The Senior Sales Associate must hold the critical position of acting as a brand ambassador, consistently exceeding client expectations, and achieving their individual monthly sales targets. His or Her passion and entrepreneurial spirit is conveyed in every conversation and imperative for the success of this important role.

Position's Main Duties and Responsibilities:

Provide exceptional customer service by greeting, listening, and assisting clients by exceeding their expectations and demonstrating excellent knowledge of jewelry product and styling.

- Present the brand in accordance with the brand's image:
- Suggesting jewelry based on the client's personal style and needs.
- Conveying brand jewelry by staying true to the Maison's history and spirit.
- Being attentive to the customer's expectation and acting accordingly
- Proactive with client outreach and demonstrating strong client follow-up skills
- Ensuring that the client's deliveries are prepared and organized
- Receiving and monitoring of client product exchanges and repairs
- Operating the sales system by updating and monitoring sales recording and client database
- Understanding that being an ambassador means conveying the brand's spirit even outside of the boutique, by always looking for opportunities to bring in new clientele.

Additional Responsibilities:

- Physically and attentively managing the boutique's inventory, product replenishment, and storage
- Responsible for producing an effective quality control
- Handling credit, cash, and tax reduction; always ensuring proper identification is requested of the client.
- Offering the client meticulous and sophisticated packaging
- Ensuring the boutique is always presentable and welcoming, helping with the boutique's maintenance and upkeep

Qualifications:

- A least 3+ years proven previous retail sales experience in fine jewelry or luxury environment
- Well-developed written and verbal skills.
- Excellent interpersonal skills with the ability to build and maintain strong working relationships.
- Strong organizational skills and attention to detail is a must.
- Ability to multi-task, work in high pressure environment.
- Self-starter / proactive mindset / passion for learning.
- Positive energy and genuine desire to work with people.
- Passion for the Brand and thriving in a selling environment.
- Intellectual curiosity and passion for learning
- Bachelor's degree in business-related field is a plus
- Additional language skills are a plus
- Passionate about luxury. GIA Diamond certification a plus!

Generous Benefits, Salary and Commission Plan. Great hours and quality of life!

Email your CV to Resumes@OmniChannelCareers.com