



GESUCHT STELLENPROFIL

Sales Associate

per sofort oder nach Vereinbarung / to commence immediately or by agreement

Join Our Growing Team

We are a luxury bedding company in the canton of Zug and are currently seeking a **Sales Associate** to our new Showroom.

Overview:

As a passionate sales professional you will drive sales and not only offer world-class experiences and services to our customer, but also become the key brand ambassador who will grow our business and our brands.

You see yourself as a true personal "advisor" and will create strong meaningful relationships with our customers using a high level of people and communication skill successfully.

Responsibilities:

- Successfully drive sales to meet and exceed showroom sales targets.
- Business development – extend your existing network and create new.
- Increase brand awareness.
- Provide high quality customer in-store and customer service experiences.
- Collaborate with other functions in the company as necessary.

Customer Responsibilities

- Demonstrate a positive, friendly, professional and sensible attitude with customers as well as your colleagues.
- Be a true "personal" advisor and build relations based upon trust with our clients.
- Learn and become an expert on our products as well as business related subjects.
- Actively ensure post-sales activities and support are executed according to guidelines and quality standards.

Sales Generation

- Identify new business development opportunities.
- Develop your current network through various external activities.
- Organise in-store events to increase awareness of brand, products and company identity and values.
- Actively work and communicate with customer base and generated sales leads.
- Identify and engage with partners (other industry professionals, brands etc).

Sales Order Process

- Manage and operate as requested throughout the sales and purchase processes.
- Organise timely deliveries of all orders.
- Follow laws and regulations in place for transactions and GDPR.

Our Showroom

- Perform opening and closing as well as other general operational tasks.
- Keep showroom tidy/orderly by daily cleaning and refreshment after customer visits.
- Update sales report continuously.
- Restock as needed.
- Collaborate with logistics and inventory for stock movements and inventory updates.
- Perform various tasks and projects as requested.

Your experience

- Some years of luxury retail, hospitality or customer service experience.
- Must have an existing network and experience of Business Development.
- Experience engaging in customer relations.
- Experience from Showroom/POS is an asset.

Your skills and qualities

- Passionate about retail, customers, wellbeing and health.
- Ready to go the extra mile for our customers.
- Very strong inter-personal and people skills.
- English and German verbal and written communication skills are a must. All other language skills are an asset.
- An eager and quick learner with an open and entrepreneurial mindset.
- At ease with networking, presentations in public and interactions with stakeholders at all levels.
- Flexible regarding work schedule (weekends and events).

Position: 100 %

Location: Steinhausen, ZG

Start: asap

Please send your CV and Motivation Letter to huguenin@sonnenberg-beds.ch.

We are looking forward to reading from you!

Position Head: Carina Huguenin, Sales Development Manager
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