

<b>BCBGMAXAZRIAGROUP</b> <b>Associate Job Description</b>	<b>Job Title</b>	Sales Associate	
	<b>Department</b>	Retail Operations	
	<b>Reports To</b>	Store Management Team	
	<b>FLSA Status</b>	Full Time/Part Time	Non-exempt

Recognized as a global leader of women's contemporary fashion, BCBGMAXAZRIAGROUP continues to grow and diversify. With an international vision of "bon chic, bon genre" (French for "good style, good attitude"), BCBGMAXAZRIAGROUP maintains the highest standards in creativity, quality and innovation in its product offering, operations and staff.

**Position Summary**

At BCBGMAXAZRIAGROUP the Sales Associate is responsible for increased Productivity and Customer Service

**Essential Duties and Responsibilities** include the following.

- Maximize personal sales and provide a consistent customer experience
- Communicate effectively with customers to determine needs
- Develop exceptional relationships with current and prospective clients
- Create and maintain a personal clientele book with regular communication and customer follow-up
- Actively participate in merchandising projects, ie: daily stock maintenance, floor changeovers, product transfers, etc...
- Assist store management and staff with driving store initiatives
- Actively support securing company assets through effective Loss Prevention in compliance with company policies and procedures
- Protect the BCBGMAXAZRIAGROUP brand message and philosophies by maintaining a professional and personal appearance
- Additional duties/responsibilities may be assigned

**Competencies:** To perform the job successfully, an individual should demonstrate the following competencies:

- A strong commitment to customer service
- Goal oriented with strong planning and organizational skills
- Effective interpersonal skills with all levels
- Excellent brand and product knowledge
- Ability to establish and maintain positive working relationships with management, customers and co-workers
- Able to lift up to 50 pounds of merchandise

**Education and/or Experience**

- High School Diploma or equivalent
- Experience with working in a sales-commission environment preferred
- Minimum 2 years of above standard selling performance in a "like brand" environment

**Computer Skills**

- POS system knowledge
- Basic computer knowledge