



Company Name: Hudson Group

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Specialty Sales Associate – Hudson Group

Job Summary:

The most important part of providing exceptional customer service is offering the very best experience to our customers! Our Sales Associates are The Traveler's Best Friend, and their performance has a huge impact on company performance and customer perceptions. That's why we choose Specialty Sales Associates carefully.

The Traveler's Best Friend must possess a curiosity and eagerness to solve the customer's needs while at the same time develop and foster long-term, trusting relationships with our customers.

Key Responsibilities:

- Relationship selling products, services and solutions by getting to know customers and helping solve their unique end to end needs.
- Asking lifestyle questions to thoroughly understand customer needs, offers relevant services, solutions, and accessories so customer can make informed decision to complete their purchase.
- Utilize all relevant sales tools to drive profitable growth.
- Leverages on-line resources, tools, and peer knowledge to self train.
- Attends and participate in all required trainings and meetings.
- Understands and executes store shrink plan.

Basic Qualifications:

- 2+ years of specialty retail sales experience.
- This isn't a desk job! Lifting up to 30 lbs., standing and moving up to 100% of the time.
- Must be 18 years of age.

Preferred Qualifications:

- High School Diploma or Equivalent.