



Job Description: Sales Associate

Job Title: Sales Associate
Department: Retail
Location: TBD

Reports to: General Sales Manager
Supervises: No Supervision

We are looking for people who care about the quality products and services they represent, their customers, and their co-workers. We are seeking women and men who are self-motivated, energized, customer service and sales focused. If you're fashion forward, passionate, relentless, professional, and a "people-person," we want to talk with you!

In this pivotal, critical customer touch retail sales position, you will be selling furniture and home décor products to our customers. Our professional retail sales associates are devoted to helping individuals and families create something fresh and new in their homes; not just selecting furniture, but helping them design their living space. Women and men who are entry level, returning to the work-force, or seasoned professionals alike are ALL encouraged to apply.

Responsibilities:

- Greeting guests upon arriving in our retail showroom and learning their motivation for their visit; really getting to know them and developing long-term relationships
- Presenting and discussing various home furnishings product options based upon your discovery of the prospective clients' lifestyle, needs and goals
- Marketing new sales and special events
- Assisting customers in financing, purchasing, delivery and ultimate satisfaction
- Increasing personal knowledge of products, sales techniques, and promotions through continuous professional training and development. Greeting guests upon arriving in our retail showroom and learning their motivation for their visit; really getting to know them and developing long-term relationships
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About Ashley Furniture HomeStore

Ashley Furniture HomeStore is the largest furniture manufacturer and the #1 selling furniture brand in America. The HomeStore network is worldwide with more than 400 stores and is growing rapidly. Currently, our company has 13 stores in NC, SC, and GA. We offer competitive compensation, paid vacations, medical benefits, paid training, an employee discount program, and other benefits. There's never been a better time to join our company!

Why Ashley?

We offer a unique environment that fosters individual growth and rewards performance. We provide ongoing training and a support staff second to none. Ashley Furniture HomeStore prides itself in promoting from within for those who prove to be valued, committed employees. We want to be the Employer of Choice in the markets we serve.

Requirements

You do not need sales, customer service, or retail furniture experience to be successful in this role. We will get you ramped up and ready to win!

We do, however, look at the following:

- Experience in "high customer expectation" work, such as serving in food and beverage, hotels or hospitality can be helpful but is not required
- Entrepreneurial and team oriented
- Coachable and self directed learner who is always willing to learn
- High energy "people person", relentless in pleasing the customer
- Professional, driven, positive, resilient, and achievement-focused
- Detailed, strong follow up and follow through; excellent time-management
- Strong interpersonal and communication skills; a great listener
- Basic computer knowledge is required
- Enjoys and can work some evenings and all weekends as part of a flexible and accommodating full- time 40 hour per week work schedule
- High school diploma is required

We offer a Fantastic Benefits and Compensation Program!

- Generous, competitive commission and bonus plan with uncapped earnings potential
- Guaranteed base salary during first 6 weeks of employment
- Self directed, blended learning program consisting of on-the-job training segments, computer based training modules and classroom training, designed so that you can focus on learning and growing your abilities at your own pace
- Medical, dental, vision, life insurance, disability benefits, including dependant coverage
- Paid vacation
- Recognition and reward programs
- 401(k) retirement savings plan with company matching
- A host of other excellent benefits!