

ORLEBAR BROWN

JOB DESCRIPTION

JOB TITLE	Retail Full Time Sales Associate
ROLE TYPE	Full time
DEPARTMENT	Retail
REPORTING TO	Store Manager
LOCATION	New York, NY
SALARY	Competitive

COMPANY PROFILE

Orlebar Brown launched in March 2007 as a more tailored approach to men's beach and swim shorts. Based on the traditional pattern of a tailored pair of trousers for men, and with their distinctive side fasteners, they are not just a swim short; they are the original and best shorts you can swim in.

In 2010 we took Orlebar Brown off the beach, out of the pool and into the resort with a range of tees, polos and shirts, and have since then developed the product into a full lifestyle offer including shorts, trousers, sweats, outerwear, knitwear, footwear and accessories.

The brand has rapidly gained global recognition and is sold through multiple channels. Web is the largest channel, delivering to customers globally through www.orlebarbrown.com. The first Orlebar Brown store opened in London in 2011, and there are now seven stores in the UK and six stores in the US, alongside stores managed by franchisees in Australia, France, Dubai, Greece and Kuwait. The brand is sold in the world's best Menswear retailers including Selfridges, Harrods, Mr Porter, Le Bon Marche, Saks 5th Avenue and Holt Renfrew amongst others, as well as through key trend and regional independent menswear stores.

In 2018 Orlebar Brown was acquired by Chanel, with a plan to continue the brand's growth and development internationally and across channels.

We are looking for another strong team player to join us on our journey in establishing Orlebar Brown as the luxury choice lifestyle brand for holiday clothes to wear every day.

WWW.ORLEBARBROWN.COM

Orlebar Brown Limited | Registered in England No. 5502027 | VAT No. 872512034

T: + 44 (0) 207 785 6941 | E: info@orlebarbrown.com

A: Great Western Studios, Studio 101, 65 Alfred Road, London, W2 5EU

THE POSITION

As a Sales Associate, you will be an ambassador for Orlebar Brown. You will report directly to the Store Manager.

KEY ROLES AND RESPONSIBILITIES

- To be Vibrant, Tailored and Brave in their approach to team work, service and sales
- To be confident and competent in conveying the world of OB to our customers
- To provide excellent levels of customer service and surpassing customers' expectations at every opportunity
- To maximise every selling opportunity to achieve store and individual sales targets and KPI indicators
- To achieve personal and store targets in terms of Sales, CRM Data Capture UPT, ATV, Conversion
- To identify customer needs and answer all product-related questions. Be able to respond to queries regarding price, location, features, benefits and use of Orlebar Brown products
- To ensure all customers' orders and transfers are completed efficiently and on time
- To optimise product knowledge to the best advantage in recommending and drawing customers' attention to products in order to maximise selling opportunities
- To take every opportunity to capture customer data in order to expand the Orlebar Brown database and encourage repeat visits and customer loyalty
- Building brand awareness and a client base, develop client books and CRM
- Maintaining Orlebar Brown Model Store VM standards
- Attending regular training sessions on seasonal product launches to ensure knowledge is up to date
- Completing Daily Brief & EOD reporting. Completing and submitting all necessary paperwork and reports for Orlebar Brown Head Office when required
- Potential Key Holder responsibility

REQUIRED QUALIFICATIONS

- Minimum 3 years of luxury sales experience
- Willing to adapt and take on new challenges
- Always presents a professional image and be an ambassador for the OB brand
- Successfully able to handle multiple demands and competing priorities
- Excellent communication skills – both verbal and written
- Professionalism is maintained under all circumstances
- A real attention to maintaining high standards in store environment and a keen eye for detail

WWW.ORLEBARBROWN.COM

Orlebar Brown Limited | Registered in England No. 5502027 | VAT No. 872512034

T: + 44 (0) 207 785 6941 | E: info@orlebarbrown.com

A: Great Western Studios, Studio 101, 65 Alfred Road, London, W2 5EU

WHAT WE OFFER

- Join a diverse working environment of people who we learn from every day.
- The chance to train and develop your skills in a fun and fast working environment
- Generous clothing discount and a competitive benefits package –17 days holiday for full time employees, prorated at same rate for part timers.

It's never just a job at Orlebar Brown. It's a way of life. We live and breathe our brand values – Tailored, Vibrant and Brave. Our team define who we are and how we get the job done.

To apply, please contact Meredith.tedaldi@orlebarbrown.com with copy of your CV and a friendly introduction.

Direct applications only. Recruitment agencies – thanks for reading, but we've got this one covered!

WWW.ORLEBARBROWN.COM

Orlebar Brown Limited | Registered in England No. 5502027 | VAT No. 872512034

T: + 44 (0) 207 785 6941 | E: info@orlebarbrown.com

A: Great Western Studios, Studio 101, 65 Alfred Road, London, W2 5EU