



Beauty Advisor

Location: Paramus, NJ (NJ Bergen Town Center)

Job Description

POSITION SUMMARY:

As a Beauty Advisor you will be assigned to sell and demonstrate products from one of our beauty brands. Superior sales skills and customer service will be used to develop and maintain client relationships. Participation in training of vendor seminars will provide additional skills to further develop your product knowledge to clients.

DUTIES AND RESPONSIBILITIES:

- Provide client consultations, which include cosmetic applications and complete makeovers.
- Achieves daily and monthly sales goal targets in key performance areas
- Executes successful sales events
- Actively develops an engaged and productive client file as per company goals
- Provides AMAZING guest service
- Demonstrates high level of product knowledge
- Ensures proper presentation, organization, and merchandising of product on counter at outposts and in reserve.

Requirements

KNOWLEDGE AND SKILLS:

- Excellent communication skills, a professional appearance, strong guest service background and able to meet daily sales goals.
- Displays prompt, courteous, knowledgeable and professional guest service.
- Takes initiative to present and sell merchandise in a professional and

- proficient manner through product demonstrations.
- Prior product knowledge is a plus.

CORE VALUES:

Consistently demonstrate a commitment to C21's Core Values and Higher Purpose: Delivering Value to Live Better.

- **Respect:** Speak and listen generously, leave people feeling heard, respected and honored.
- **Communicate:** Share, discuss and listen openly.
- **Teamwork:** Take care of each other and give back.
- **Honesty:** Act with integrity, do the right thing.
- **Grow:** Grow and drive change.
- **Positivity:** Be positive, passionate and have fun. Celebrate enthusiasm and effort while rewarding success.
- **Amaze:** Deliver amazing experiences to each other, our community and our guests. Go above and beyond what is expected.