

## JOB DESCRIPTION

**SALES ASSOCIATE – Larkspur, California Flagship Store**

**OPENING SOON! Join our team in our newest flagship store in Larkspur!**

At Birkenstock, our business is a reflection of who we are. We have a passion for our products, an appreciation of their heritage and a genuine belief in their benefits. Our business is a reflection of what we represent - quality products that are comfortable, unique, timeless and respectful of the world around us. Our mission is to deliver happiness and satisfaction to our customers and employees.

In order to provide quality products and services, we need quality people. We are looking for talented people who share our values of accountability, responsiveness, excellence, teamwork, respect, integrity and a positive attitude.

### **JOB OBJECTIVE**

Provide prompt, courteous and excellent service to customers in order to maximize sales and provide exceptional customer service, so as to promote the company's image of quality and professionalism.

### **STATUS**

Reports directly to the Store Manager and the Assistant Manager.

### **KEY JOB FUNCTIONS**

Provide prompt and courteous service to customers in order to maximize sales and customer service, so as to promote the company's image of quality and professionalism.

### **LOCATION**

Larkspur, California

### **SALARY**

\$16-\$21 per hour + commission

### **JOB DUTIES**

- Practices professional salesmanship according to company policies and procedures in order to achieve maximum personal and store sales and provide the highest level of customer satisfaction.
- Identify and meet customer needs.
- Demonstrate enthusiasm and be passionate about our brand.
- Acts as an ambassador of the Birkenstock brand to promote brand image and the equity of our brand
- Adheres to all loss prevention policies, credit policies and procedures i.e. credit cards, check approvals, discounts, return and exchange policies.
- Ensure that all merchandise is properly ticketed and attractively displayed and maintains the section(s) that he/she is responsible for in accordance with company standards.
- Promotes total customer service in a friendly way.



- Communicate stock replenishment needs to Store Manager.
- Ensure that special orders are handled efficiently.
- Performs other duties as assigned by Store Manager and Assistant Manager – i.e. shipping and receiving of merchandising, verification of merchandising, etc.
- Complies with all company policy and procedures.

#### **WHY BIRKENSTOCK?**

- Competitive pay as well as commission and incentive pay.
- Health benefits and 401k available.
- Positive and friendly work environment.
- Opportunity for growth and advancement.
- Generous Employee discount.
- It's more than a job, it's a career and a chance to be a part of a company that is growing at an incredibly fast pace and the best brand to represent.

#### **QUALIFICATIONS (MINIMUM QUALIFICATIONS REQUIRED TO PERFORM TASKS)**

- Related work experience: six months of selling experience (retail or service industry)
- Physical requirements: able to bend, climb ladders, lift and move boxes up to 35 lb.
- Other qualifications:
  - Excellent verbal and written communication skills
  - Service Oriented
  - Fashion Oriented
  - Willing to work retail hours

Birkenstock reserves the right to change, alter, or amend the job duties of employees at its sole discretion with or without notice.

If interested, please send cover letter and resume to [careers@birkenstockusa.com](mailto:careers@birkenstockusa.com). Subject line should list "Sales Associate Retail Larkspur".

**BIRKENSTOCK USA, LP IS AN EQUAL OPPORTUNITY EMPLOYER**