

RE: Full Time Employment Description - **Specialty Retail Sales**

This position opportunity is for someone who wants to work with the public. Specialty retail sales allows you to work very closely with our customer base. It is our goal and duty to establish a relationship in order to service everyone to the highest of quality. Retail sales is knowing our product and know how to apply it. As a specialty run walk company it is our self-knowledge of products which brings new and existing customers back and gives professionals the confidence to send referrals in.

Examples include knowing footwear design and how to do fittings, over counter orthotics fitting and knowledge of accessories.

Job Responsibilities:

- Serves customers by selling products and meeting customer needs.
- As needed: Assist in community functions such as fairs, run expos and more
- Assists in keeping store clean and healthy (restroom, vacuum, desensitizing areas etc.)
- Assists in gathering current information on pricing, products, new products, delivery schedules, and merchandising techniques.
- Recommends changes in products, service, and policy by evaluating results and competitive developments.
- Assists in Resolving customer complaints by investigating problems, developing solutions, and making recommendations to management.
- Maintains professional and technical knowledge by attending educational workshops (if available), reviewing professional publications, establishing personal networks, and participating in professional societies.

[Work Hours & Benefits]

Full time employment (35hrs/+) includes **Health Insurance**. Scheduling is 4 full weekdays and 2 Saturdays a month.

Hourly rates from \$18 to \$22+ pending experience (for first year). An evaluation will be discussed after first year to determine future of hourly pay.

Personal discount for Route 16 products is 35% off retail per employee, also includes house hold members (wife/husband and children living in home) (this only includes over counter inserts and footwear).

Sales Representative Qualifications/Skills:

- Customer service
- Retail sales
- Meeting sales goals
- End of day closing store front

- Opening store front
- Financial knowledge (deposits, use of p.o.s etc)
- Self-confidence
- Product knowledge
- Presentation skills
- Client relationships
- Motivation for sales
- Staff work calendar setup

Education, Experience, and Licensing Requirements:

- BA/BS University degree with a concentration in marketing, promotions, advertising sales, or business administration, physical exercise, or any other related areas preferred
- Two+ years of industry sales experience or customer service
- Familiarity with office software and ability to learn p.o.s systems

[Call to Action]

Route 16 will need a copy of resume sent to or dropped off at 6745 Kimball Dr Suite F Gig Harbor WA 98335

or

Emailed to route162008@gmail.com

Contact us at 253-851-2226

Attention Miguel Galeana (Owner/Manager)

Route 16 Running and Walking
P.N.W