



Job Title: Product Specialist, Creed Boutique
Located: Las Vegas, NV
Reports to: General Manager
FLSA: Non-Exempt

Job Overview: This position is responsible for executing the Sales Strategy on behalf of The House of Creed. The Creed Product Specialist delivers a captivating, branded customer experience and enables consistent sales growth that can positively represent our prestigious brand. This position is a key role in championing sales goals and effectively representing ICP. This role will also promote and maintain the intrinsic company culture that fosters the firm's core values of: Transparency, Recognition, Accountability, and Communication.

Responsibilities:

- To provide and maintain excellent customer service and to ensure high levels of client satisfaction
- Demonstrate integrity, honesty and knowledge to promote the vision and values of Creed
- Strong communication skills and be able to work well within a team
- Build and maintain an understanding of all Creed products
- Works with Store Manager and Director of Stores on sales strategy
- Focus on building replenishment business and driving top line sales
- Exhibits product knowledge, fragrance expertise, productivity measures.
- Executes in-store event strategies which create excitement and interest in ICP products resulting in enhanced relationships and increased sales
- Partners with Retail Marketing and Store Managers to market in-store events in the local community leveraging existing client base and inviting new customers
- Effectively executes operational functions on a timely basis including opening & closing the Boutique, Customer Follow-Up, submitting weekly DBR's, Action Plans, participating in Team Sales Meetings.
- Embodies the firm's vision to inspire our clients through beauty innovations and the narrative of luxury while championing company practices and culture
- Seeks to promote and cultivate the company and brand awareness with external partners

Requirements:

- Sales experience successfully working in the luxury sector
- Strong retail beauty or fragrance industry experience
- Exceptional client service/ customer experience approach and mentality
- Strong presentation skills and communication skills
- Excellent listener with business acumen skills and strong interpersonal relationships
- Possesses core understanding of the House of Creed; Enjoy selling a product you are passionate about and appreciate the importance of outstanding product knowledge
- Have the ability and desire to meet and surpass sales targets, with drive, ambition and determination
- To deliver excellent levels of customer service to clients
- Able to attend regular trainings and stay current on product knowledge
- Ability to maintain shop floor standards at all times, including taking proactive measures
- Ability to analyze the business and identify new functional growth opportunities
- Ability to work in an entrepreneurial, fast-paced environment while being adaptable to change
- Comfortable working with a small team; Willing to take on new challenges/opportunities as they arise
- Flexible work schedule to include store hours 10am-Midnight, Nights & Weekends, Holidays
- Physical ability to move about the store, kneeling, stooping, using stairs, carrying, bending, stretching, twisting, and carrying up to 25 pounds
- In addition to English, fluency in another language is preferred

Compensation includes competitive salary, benefits, PTO schedule and 401K Plan

ICP is an Equal Opportunity Employer. All applicants are considered for employment without attention to race, color, religion, sex, sexual orientation, gender identity, national origin, veteran or disability status.