

Beauty Specialist

SUMMARY:

To maximize sales of beauty products and services sold by Shoppers Drug Mart

DUTIES & RESPONSIBILITIES:

- Sales Expectations
- Maximizes sales and awareness of promotional programs
- Possesses a “selling is fun” attitude
- Promotes sales of beauty products
- Promotes sales through encouraging customers to participate in the PC Optimum program

CUSTOMER SERVICE:

- Promote a positive environment for customers and coworkers
- Always put the Customer first and provides superior customer service
- Actively models the desired behavior with eClienteling to provide superior customer service
- Promotes products through marketing and encourages use of the PC Optimum program
- Actively promote and book appointments for in-Store events

OPERATIONS:

- Exhibits and promotes the company’s products and services
- Attend appropriate vendor schools
- Attends workshop/education sessions
- Adheres to Cosmetics Operating Standards

GENERAL:

- Complies with all health and safety regulations
- Complies with all store policies and procedures
- Complies with loss prevention policies and procedures and ensures they are executed in the department
- Acts professionally at all times
- Perform other duties as required

QUALIFICATIONS:

- Planning, Judgment and Decision Making
- Independent thinking and decisions
- Selling skills in Cosmetics

EXPERIENCE:

- Proven consultative skills to provide information
- Selling experience with a proven track record
- A good knowledge of various beauty products and services available
- Ability to conduct sit down makeup and skincare consultations and demonstrate application
- Strong communication skills

PHYSICAL REQUIREMENTS:

- Ability to lift up to 50 pounds
 - Ability to climb ladder
 - Ability to bend and stretch to stock shelves
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