



## JOB DESCRIPTION

**Job Title:** Product Consultant (PC)  
**Location:**  
**Reports To:** Store Manager  
**FLSA Status:** Non-Exempt Full Time / Part Time

### **JOB SUMMARY**

The Product Consultant (PC) is a member of the sales team that represents Fairvilla and the brands we carry, and is a friendly, inviting individual that customers can connect and feel comfortable shopping with. The Product Consultant (PC) is a customer's advocate.

### **ESSENTIAL DUTIES AND RESPONSIBILITIES**

The Product Consultant (PC) serves as a member of sales team driving sales goals, facilitating sales and improving the company's growth. The primary responsibilities include:

- Supports Store Management in the areas of sales, customer service, and store appearance.
- Demonstrate and applies company sales techniques and standards on the sales floor.
- Responsible for all aspects of the sales process from preparing mentally and physically, reviewing sales floor making to ensure it's clean, stocked and ready for the shift.
- Ensures the customers have the very best possible shopping experience and that the brand image lives up to expectation.
- Meets or exceeds sales goals on a consistent basis.
- Takes an active role in maintaining the appearance of the sales floor.
- Takes an active role in assisting with loss prevention.
- Provides front line information/feedback to store management and purchasing.

### **REQUIREMENTS, SKILLS AND ABILITIES**

To perform this job successfully, an individual must be able to perform each essential duty satisfactorily, have a strong work ethic and ability to multi-task with accuracy. The requirements below are representative of the knowledge, skills and ability required.

- Successfully complete the company culture training.
- Successfully complete the company sales training.
- Be outgoing and personable with an approachable appearance and demeanor.
- Have flexible availability including nights, weekends, holidays and special events.
- Ability to work all scheduled shifts.
- Have reliable transportation.

**WORKING CONDITIONS**

- Must be able to work flexible hours to complete the essential duties and responsibilities as required. This includes nights, weekends, holidays and special events.
- Must be willing to work in conditions of stress repeatedly and function well under pressure.
- Must be willing to stand and walk for long periods of time
- Must be able to lift 0-30 pounds regularly
- Must be able to lift 31-50 pounds as needed

The intent of this job description is to provide a representative summary of duties and responsibilities required of anyone given this title. It should not be construed as a complete declaration of the specified duties and responsibilities of any particular position. Employees may be requested to perform job-related tasks other than those specifically presented in this description.

**JOB DESCRIPTION ACKNOWLEDGEMENT**

I have read this job description and can affirm: (please initial applicable statement)

\_\_\_\_\_ I am competent and am able to perform the job duties, responsibilities, skills, abilities and working conditions described herein and meet the qualifications as outlined above.

OR

\_\_\_\_\_ I am competent and am able to perform the job duties, responsibilities, skills, abilities and working conditions described herein and meet the qualifications as outlined above with the following accommodations:

\_\_\_\_\_  
\_\_\_\_\_

\_\_\_\_\_  
Print Name

\_\_\_\_\_  
Signature

\_\_\_\_/\_\_\_\_/\_\_\_\_  
Date