

## Job Description – Gear Sales Executive

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<b>Job Title:</b>	Gear Sales Executive
<b>Department:</b>	Sales / Apparel
<b>Position Type:</b>	Full-time
<b>Reporting To:</b>	Sales Manager
<b>Responsible on absence:</b>	Sales Consultant

### Primary Responsibilities

- **Apparel Sales**
  - Ensure the merchandize display norms are followed as specified by Royal Enfield
  - Regular cleaning and refolding / restocking of all apparel picked up by customers
  - Ensure that the trial room is well maintained and clean as per norms
  - Regularly update store manager on inventory levels, sales trends and required stocking
  - Engage prospects in discussion and activities on Royal Enfield apparel
  - Understand the concerns of customers and have the skill set to handle customer queries
  - Understand or facilitate prospects' present needs, wants & desires and, basis prospect's response, suggest / pitch the right product
  - Guide the customer through the purchase process
  - Ensure data capture as per Guidelines.
  
- **Customer Satisfaction**
  - Own the customer satisfaction scores for the apparel sales process

### Candidate profile

- **Educational Qualifications:** Graduate/ 2-year diploma
- **Industry:**Retail or Apparel
- **Minimum experience:** 2 years, 1 years in apparel retail
- **Profile:**Passionate about bikes and RE. Aptitude for sales and ensuring customer experience
- **Passions/ Interests:** Rides a royal Enfield, interested in travelling and exploring
- **Competencies:**
  - Customer Relationship Management
  - Selling Skills and Market Knowledge
  - Product Knowledge / Brand Insights