

Bell Store Sales Consultant (Full Time Position)

Job Description

This position allows the Sales Consultant the opportunity to welcome, interact and follow-up with our customers. It is the Sales Consultant's responsibility to fact find to determine the customers' wants/needs and to provide them with a total solution balancing the customer's expectations with the store's profitability.

The Sales Consultants focus will be on:

- Putting the WOW factor in place for customers.
- Ensuring total satisfaction and loyalty of customers.
- Realizing and achieving potential revenues, not just revenue targets.
- Controlling expenses.
- Participating as a full contributor to the store team.

Responsibilities

- Meet or exceed sales targets by presenting customized solutions to our customers.
- Assume responsibility for the knowledge of product, service and campaign/promotional offerings.
- Actively participate in training and coaching initiatives.
- Understanding of competitive products and promotional offers.
- Provide after sale support by following-up as required/requested and thereby ensuring customer loyalty.
- Solidify the customer/Bell relationship and take initiative to go the extra mile to exceed the customers' expectations.
- Ensure customer conflict/objections/concerns are resolved, including escalating as required.
- Act as a Bell ambassador by professionally representing the Bell store and the organization.
- Anticipate, analyze and communicate sales trends to store management.
- Perform retail store "details" completely and accurately to ensure effective and efficient store operations

Qualifications

- Retail experience in a dynamic and fast-paced team environment
- Commitment to driving sales
- Excellent written and verbal communication skills
- Flexible to work day, evening and weekend shifts, based on business needs
- Comfortable with technology such computers, mobile devices and digital merchandising
- Reports to a Assistant Store Manager and Store Manager

About Bell

Bell offers all eligible employees a comprehensive benefits package including:

- Competitive Base pay and incentive programs
- Company paid demo cell phone line
- Comprehensive Medical and Dental Benefits

- Employee discount on Bell products and services such as Bell TV
- Opportunity for Growth, Development and internal promotion

How to apply

Mail : Bell, 270 Bruce Street, Sault Ste. Marie, Ontario P6B1P6

or

email: resume@atsbell.com

Make sure to attach your resume. We do not accept phone calls.