

## Senior Sales Consultant

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Company: Molton Brown

Location: Newcastle upon Tyne

Category: other-general

Born on South Molton Street, London in 1971, Molton Brown is an icon of uniquely British style. Today, Molton Brown is one of the leading global brands in Kao's global cosmetics portfolio. Growing from small-scale artisans into the international fragrance brand it is today, its pioneering presence is felt in our stores and websites, travel retail, luxury department stores and the most esteemed hotels around the world.

Expertly blended in London, Molton Brown's signature fragrances, bath and shower gels, home and hand care luxuries have claimed iconic status. Kao and Molton Brown have a passion for integrity, for craftsmanship, for artistry and for giving our consumers the ultimate, quality experience.

### The Opportunity

We are looking for an experienced **Senior Sales Consultant** to help lead the team at our **Newcastle** Store on a **full-time (37.5 hour)** basis.

As a key support to the management team, you will over-see the running of the sales floor and assist in driving and motivating the team to achieve store sales and KPI's. You will be an engaging communicator, with a flair for leadership, as well as coaching and training. As a strong brand ambassador, you will model delivering the principles of our customer service program, providing detailed product knowledge to our customers and ensuring our sales consultants have the tools to do the same. Using a personalized selling approach, you will see the customer journey from start to finish, including providing sensorial customer experiences through our signature services such as fragrance consultations or hand and arm massages. Alongside this, you will assist the team with general store related

tasks, including stock management, cleaning and replenishment.

### **What we are looking for**

The ideal candidate will have a minimum of 2 years experience working in retail, as well as experience working at a supervisory capacity. You will have excellent communication skills, with the ability to influence and motivate a team to achieve both store and personal KPI's. With a high level of personal grooming standards, you will have a passion for luxury and champion our brand values and have flexibility in your working arrangements to be able to suit business requirements.

### **What we can offer you**

An hourly rate of **£11.90**

A 50% staff discount to use on all of your favourite Molton Brown products

22 days holiday + Bank Holidays

A day off for your birthday

A quarterly store bonus scheme up to 0.35% of retail sales if store targets are reached

Free product allocation every quarter up to 5 Molton Brown eligible items!

Access to discounts/cashbacks from high street retailers

Enhanced family leave

Healthcare Plan

Wellbeing Support

Recognition Awards

Season Ticket Loans / Cycle To Work Scheme

Ongoing development and the opportunity to enhance your skills

A company where your voice will be heard and your opinion matters!

Company Pension Scheme

Learning and development opportunities within our business and across our brands

#LI-KW1

Molton Brown is part of Kao founded in Japan in 1887, Kao is passionate about making a difference in people's lives with our high-quality products and services to create a Kirei Life for all – a beautiful life that respects the needs of our consumers and customers as well as the planet. We never compromise on quality and craft our products with care for the consumer and the environment. As a company driven by purpose and strong corporate values, we pride ourselves to be listed among the World's Most Ethical Companies since 17 consecutive years. Our corporate philosophy, the Kao Way, guides us in everything we do – acting with integrity, courageously driving innovation and treating each other with trust and respect.

**How we work** Having been selected among the World's Most Ethical Companies for 17 consecutive years, we are a company with a purpose and strong corporate values. We never compromise on quality and craft our products with care for the consumer and the environment. At Kao, each employee can actively shape their job and their career. We work collaboratively to achieve our common goals, always aiming to deliver the best for our customers.

**What we offer** A friendly and flexible work environment with competitive salaries, benefits package, ongoing development and the opportunity to enhance your skills and deliver tangible results. At Kao your voice will be heard. Your opinion really counts. We believe that change comes from taking opportunities into your own hands, so we value and reward entrepreneurial thinking and innovation.

**Hiring Process:** Kao embraces the diversity and the individual personalities of its people because we believe it is diversity that makes us strong. This is why we welcome applications from all areas of the global community.

**Want to learn more?** If you feel you are as unique as our products and want to find out why 33,000 people across the globe opted for a career with us please visit

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