

We exist to share the magical experience of drinking really good chai, 100% natural, hand-blended... with love... the way chai should be.



realchai
made for chai lovers

Position Available

Super Performer Wanted for Vibrant Sales Manager Position

Is this you?

- Are you a natural sales person looking for a highly marketable brand to run with, one that people literally fall in love with at first sip, that you can love and believe in, to throw your energy into and run with?
- Would you love to work in a vibrant, friendly market environment with the opportunity to share this product with thousands of lovely, interested customers a day?
- Would you love to be greatly appreciated, and abundantly rewarded for your excellent sales skills, fabulous personality and high character standards?
- Are you a self-starter with drive, ambition, a positive attitude and a passion for achieving great results all while making a difference to peoples day?
- Are you a naturally fun, outgoing, people-person, who loves connecting and interacting with customers – making them feel good and giving them exceptional service.
- Do you love the whole experience of drinking really good quality delicious tasting chai and savouring life's simple pleasures? Would you like to spread that joy?
- Are you a high-performer, some times tough on yourself, with high standards and a perfectionist streak?
- Do you have demonstrated success in previous sales roles?
- Are you full of energy, great at focusing and 'getting the job done'?
- Are you an easy person to get along with and love working in an upbeat, high performance team environment?
- Would you treat this role as if it was your own business?

To find RealChai in the media go to www.realchai.com.au



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About Us

RealChai is a vibrant young company dedicated to enriching people's day through the magical experience of drinking really, really good chai. Our dedication to exceptional quality, taste and customer care, has seen us quickly establish a legion of devoted RealChai fans. RealChai was born in 2008. With our headquarters in Canberra, we have rapidly expanded interstate and early demand quickly saw us establish a website to help share the RealChai love.

Role

Sales Manager Extraordinaire. Your role is to increase the uptake of RealChai at the Old Bus Depot Markets in Kingston, ACT and to make people happy in the process. You are in charge of sharing the chai love and providing excellent customer service. You will lead one other staff member. You will also be responsible for set up and pack up of stall, pick up of stock, making of sample chai. This is a fun, feel good, people person role - perfect for high achievers that love to connect!

Team Culture

RealChai is made up of a dedicated team of twelve – including myself – who embody the very qualities of our chai – warmth, joy, comfort and pleasure. We are all highly passionate and just a little hedonistic. We thrive on making people happy through the preparing and sharing of RealChai. I regularly receive feedback about the exceptional service our team provides. Often team members are mistaken as me, the owner, because of the care and passion they display.

RealChai currently operates in 3 states, ACT, NSW and Victoria. Plus we sell online at www.realchai.com.au in Australia and around the globe, from Papua New Guinea to Antarctica, Sweden to Afghanistan and everywhere in between.

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RealChai is Australia's No 1 Premium Chai Tea – made exclusively for Chai lovers.

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Our culture is supportive and collaborative and we value open honest communication. It's a fun environment with a strong goal orientated foundation. We get real satisfaction out of doing our best and supporting each other to succeed too. We like the synergy of a running a smooth operation where everyone is rewarded based on exceptional performance. Every single person from the front end to the back end is a valuable and integral part of the team. The ingredients listed on the RealChai packaging include love for a reason!

Remuneration

Outstanding financial rewards await the right person – we LOVE to reward high performers with excellent remuneration - \$25-\$45+ per hour. We are super passionate about spreading our beautiful chai to as many people as possible. We want them to really experience how wonderful it is and we need you to help us achieve our focus of getting RealChai out there! If you know you are the best then you can be sure amazing rewards await.

Job Description: Sales Manager

Location: Old Bus Depot Market, Kingston, Canberra – Sunday.

Benefits: Work with one of Canberra's most well known and loved brands in a stimulating and fun atmosphere that leaves you feeling appreciated and uplifted. You'll be able to generate a generous income, with no fixed cap. Interact with 100's to 1000's of people who are keen to know about your product and take some home.

Job Summary: Responsible for spreading the RealChai love by continually meeting and exceeding sales targets at the Old Bus Depot Market. You will bring your special 'people orientated energy' to create a warm and fuzzy experience for RealChai customers. You will bring to life the qualities of RealChai – passion, warmth, comfort, enjoyment and pleasure. You will strive for excellence and lead a small team to success each week.

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Personality: Bubbly, Warm, Outgoing, BIIIIIG, Confident, Charming, Genuine, Caring, Self Motivated, Responsible and Reliable.

Key Responsibilities and Accountabilities:

- Approach customers to sample chai
- Continually meet and exceed sales targets.
- Provide Customers with excellent advice and education about how to make RealChai and other product info
- Manage Assistant Sales Staff to ensure optimum performance
- Collect contact details from customers for newsletter database
- Maintain accurate record sheets of sales
- Accurate cash and eftpos handling
- Make chai samples prior to market
- Set up and pack up stall – before and after market
- Pick Up and Drop of stock and float after market

Core Competencies & Key Criteria:

- Exceptional People Skills
- Love making money
- Previous Success in Selling Roles
- Really Well Presented – care in setting up stall too.
- Reliable
- Ability to critically assess own performance and take ownership/ responsibility for good and poor performance
- Desire to continually improve and reach for new heights each week

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Performance Mission Statement: Increase uptake of RealChai by 20% within 3 months.

Personal Situation: This role is perfectly suited a uni student who wants to make excellent money, for just one days work per week and have plenty of time for studies and other interests. If you are a uni student you must reliable and mature and able to cope with existing worklaod and a work commitment. If you are an outgoing Mum who wants to get back out into the work force on the weekend, this could also be perfect for you. Great chance to connect with lots of other adults and have something that is just for you!

Working Conditions: This job is on your feet all day, in a big open space so sometimes it can be cold or hot. You need to be healthy and fit. It is in a vibrant market setting with lots of stimulation to enjoy. You will need your own car and some storage space for stock each week.

Training: We provide comprehensive training and up to date training manuals to cover all areas of your role. You will be trained by myself personally for the first month and will also recieve further training by key staff members. Your success is our success so you will have full support of the whole team.

Hours and remuneration: Sunday Markets operate form 10am -4pm. You will be required to set up / pack up before and after and prepare chai for samples day before - approx 9-10hrs (depending on how fast you like to work). Pay is Commission based. Lunch is 30 mins.

Career Opportunities: – RealChai is rapidly growing with new directions and opportunities currently in development. For someone with a strong marekting background (again with demonstrable success) there is potential to play a role in broader business development and take on additional marketing activities too.

If you believe that you meet the criteria set out above, please pursue the possibility of joining our great team! **Download and complete the Application Form on our website and return together with your resume and a current photo to me Anthea, via email thechaigirl@live.com**

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