

Contract Sleepwear Stylist

New York, New York (Part Time + Full Time)

You are the upbeat and personable one in your crew and love making people feel great. You love the idea of creating great experiences for people, you are attentive to details, passionate about style and design, and driven to achieve sales targets. You are responsible with a capital "R" and will do what needs to be done to make something work, be it plan a grassroots marketing initiative, create a first class event, or take out the trash. You know that success is a team game and are devoted to being part of a high-achieving and well-bonded crew.

What you'll do:

- Sales for our community via retail floor, email outreach, and grassroots marketing initiatives
- Increase customer conversion and retention by fostering a culture of best-in-class customer experience, achieving sales targets, and customer satisfaction goals
- Maintain the Visual Merch standards to reflect the high quality and standards of our product
- Collect, document, and organize invaluable customer feedback on product, design, and delivery
- Work closely with our customers and internal teams to help identify and escalate issues appropriately
- Provide concierge-level service to our most valued customers
- Develop compelling, insightful recommendations based on quality data analysis and lead execution against recommendations quickly and accurately
- Proactively take on challenges, research information, troubleshoot problems, and creatively deliver results
- Ability to lift 50 lbs, walk on your feet for the duration of your shift, and use a ladder

Who you are:

- 2+ years customer service or sales experience preferred
- Motivated self starter with a fun loving, positive, can-do attitude
- Receptive to giving and receiving feedback in a solutions focused positive way
- Passionate for people
- Articulate and enthusiastic, with a great eye for detail
- Excellent written and oral communication skills and have a thoughtful, creative, and friendly writing style
- Highly creative problem solver
- Excellent under pressure and can adapt quickly in an ever-evolving environment
- A multi-tasking ninja with a keen sense for prioritization and organization
- Resourceful and able to do your own research and discover creative solutions to issues you may encounter
- Knowledge of Google Docs and MS Office
- You are flexible and available to work weekends and holidays

Who we are:

Lunya sleepwear helps women sleep better and feel confidently comfortable.

Our small-but-mighty team is smart, creative, passionate, and entrepreneurial-minded, who meet the same superior standards we set for our products. We're a young company so nothing is above or below you. Our company culture is special and unique—you'll dig it, we promise.

**Please send resume and cover letter to our Director of Retail Kristin Kachmarski—
kkachmarski@lunya.co**