

# A D E L A N T E

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## S H O E C O .

### **Sales Associate:**

*Washington D.C, Looking for at least a 6 month commitment*

**About Adelante:** Adelante Shoe Co. is an ethical fashion startup that operates without inventory and delivers made-to-order shoes direct-to-consumer within 10 days. Our handmade leather shoes are top-quality at half the price of comparable brands. Since they are made to order, our shoes are size, style, and color customizable. We experientially connect our customers with their craftsman from point of sale to delivery of product, and communicate the positive impact of the customer's purchase in the community where we work in Pastores, Guatemala.

**About the Role:** We are looking for an outgoing sales associate who lives in the DC area to assist in craft markets and pop-up events on weekends, primarily on Sundays. This role requires engagement with people who are interacting with our brand for the first time, and it's essential for the the associate to be able to articulate our brand's mission and product quality succinctly. This is the perfect role for someone who is looking to get into the start-up, retail, and ethical fashion industries. There is both an hourly and commission-based structure based on sales figures at events.

### **Responsibilities:**

Although we have a growing presence in Boston, New York, and San Francisco, you'll likely be the first brand touchpoint for most people in Washington D.C. As an ambassador for our brand, we'll count on you to reflect the positive and dynamic elements of our value proposition.

As sales associate, you'll independently staff craft markets and pop-up shops on weekends. This involves display set-up and breakdown, as well as a commitment to being on time and well prepared. There will be a training period with current Adelante staff before you begin working events independently. We are looking for at least a 6 month commitment.

### **Applicant Characteristics:**

- Strong people person who takes initiative and pays attention to detail.
- Resourceful and resilient
- Capable of both giving and receiving constructive feedback, always focusing on improvement.

### **Contact:**

Please reach out to [founders@adelanteshoes.com](mailto:founders@adelanteshoes.com) with a resume and 1 paragraph description on why you'd be a good fit for this position. We look forward to hearing from you!