

JOB DESCRIPTION

JOB TITLE:	Retail Sales Advisor
DEPARTMENT:	Retail
REPORTS TO:	Store Manager
ROLE TYPE:	Full- Time & Part Time
LOCATION:	London Stores, Bicester village, Kildare Village, Edinburgh Store,
SALARY:	Competitive

COMPANY PROFILE

Holland Cooper is a brand so synonymous with British luxury it's recognised instantly in its use of the most superior Scottish woven tweed and wool combined with the finest suede and leather offering luxury tailoring for both men and women.

Established in 2008 designer Jade Holland Cooper saw a gap in the market for contemporary tweed wear, and armed with a wealth of design experience, infused with her passion for outdoor pursuits ensnared and consequently monopolised this market sector.

The offering is collectively outerwear and accessories with signature pieces including the bestselling Holland Cooper Tweed Cape. These sit congenially alongside a collection of superbly crafted wraps, jackets, coats, skirts gilets, hats and scarves.

Each tweed piece is hand cut and made wholly in Great Britain. Wools are spun from their raw state into yarns with up to 7 different colour wools and expertly woven into magnificent tweeds in mills that have been running more than 200 years.

We are looking for another strong team player to join us on our journey in establishing Holland Cooper as an international premium brand.

THE ROLE

As a Sales Advisor, you will represent Holland Cooper to the highest brand standards, reporting to the store management.

GENERAL RESPONSIBILITIES

- To provide excellent levels of customer service, surpassing customer expectations.
- To Achieve personal and store targets, levels of UPT, ATV, Conversion, Data Capture and Personal Sales.
- To maximise every selling opportunity to achieve store targets and KPI indicators.



HOLLAND COOPER

BRITISH MADE EXCELLENCE

- To be aware of brand facts and identify customer needs and answer product related questions, can respond to enquiries regarding locations, price, features, benefits, and Holland Cooper products.
- To take every opportunity to expand the Holland Cooper database and encourage repeat visits, positive customer experience and loyalty.
- Product and brand knowledge is optimised always to best convey the products to customers to maximise selling opportunities.
- Potential key holder responsibilities.
- Maintaining Holland Cooper store standards and VM, completing daily brief and EOD reporting.
- Attending regular training sessions on seasonal product launches to ensure knowledge is up to date.
- Completing and submitting all necessary paperwork reports for Holland Cooper HQ when required.

CANDIDATE PROFILE / SKILLS & EXPERIENCE

- Demonstrate experience in a luxury/ premium retail brand environment.
- Lateral and willing to adapt and take on new challenges.
- Always present a professional image and attitude.
- Excellent communication skills – verbal and written.
- Professionalism is maintained in all situations.
- A keen eye for detail maintaining a high standard in the store environment.
- Able to handle multiple demands and competing priorities.

WHAT WE OFFER

- Join a diverse work environment with people you can learn from every day.
- Opportunity to train and develop your skills in a fun fast paced working environment.

Holland Cooper is a fun fast paced emerging fashion brand. We like to take great talent and develop them in our brand values and ethos. Our team defines the brand. With our brands growth and movement into new markets candidates have a scope to grow with the company.

Holland Cooper offers exceptional working conditions, if you are in the fashion sector, ambitious and lateral we would like to hear from you.

Please send your CV and covering letter to gareth@hollandcooper.com

Direct Applicants only