



Heinemann
Americas, Inc.

Job Title: Shipboard Sales Associate

Reports to: Shop Manager

Job Summary

The Sales Associate drives sales within Heinemann Americas Shipboard stores by providing excellent customer service, having excellent product knowledge, and being a team player.

Duties and Responsibilities

- Demonstrate a high level of product knowledge to effectively promote and sell products.
- Work under the direction of the Shop Manager to ensure that presentation of products is visually appealing and merchandised in a manner that maximizes sales.
- Able to adapt to different types of customers through flexibility in his/her sales approach.
- Responsible for the organization of the shop and storage areas. Must maintain shop cleanliness and organization.
- Accountable for ensuring that there is an optimal supply of products, that products are available for purchase and items are properly priced.
- Actively involved in promotional campaigns to drive store traffic and sales growth. Must be prepared to multitask and take on additional duties as needed (including vessel safety duties).

Required Skills and Experience

- Previous retail sales experience preferred. Shipboard retail sales experience is highly preferred.
- Experience in a fast-paced retail environment.
- Excellent customer service skills.
- Ability to work in a close-knit, team environment.
- Ability to stand for extended periods of time and move boxes weighing up to 25lbs.
- Ability to work well under pressure
- Ability to speak multiple languages (preferred, but not required)