



**Heinemann**  
Americas, Inc.

**Job Title:** Watch Specialist

**Reports to:** Shop Manager

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### **Job Summary**

The Watch Specialist drives sales of fine watches and timepieces within Heinemann Americas Shipboard stores through his/her excellent knowledge of watches, fashion trends, and by providing excellent customer service to all shop guests.

### **Duties and Responsibilities**

- Demonstrate a high level of product knowledge to effectively promote and sell products.
- Effectively communicate product features, distinguish between brands, and identify best product for each customer.
- Work under the direction of the Shop Manager to ensure watches are displayed in a visually appealing manner and merchandised to maximize sales.
- Be accountable for ensuring that there is an optimal supply of products and recommend additional inventory when necessary; especially of products that have been identified as "best sellers".
- Must be prepared to multitask and take on additional duties as needed (including vessel safety duties).

### **Required Skills and Experience**

- Previous fine watch sales experience is required. Shipboard watch sales experience is preferred.
- Excellent knowledge of watch features and trends.
- Excellent customer service and watch presentation 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).