

Job Description

Crisp color, graphic prints and playful sophistication are the hallmarks of Kate Spade & Company. From handbags and clothing to jewelry, fashion accessories, fragrance, eyewear, shoes, swimwear, home decor, desk accessories, stationery, tabletop and gifts, our exuberant approach to the everyday encourages personal style with a dash of incandescent charm.

We call it living colorfully.

Kate Spade has more than 450 specialty and outlet shops in 47 countries around the world. Our colorful products are sold worldwide, in every time zone and on every continent. Whether in San Francisco, Sao Paulo or Shanghai, our shops are always warm and inviting. *_

Welcome, to **Kate Spade ♠ New York**

Responsibilities

we are looking for fully flexible sales associates to join our team in our heathrow store.

our airside store in heathrow offers the opportunity to represent and communicate the kate spade brand and lifestyle to customers through sales competency, product expertise and by providing the highest level of customer service. responsibilities include but are not limited to the following:

essential duties and responsibilities

client & service expert:

- achieves individual sales goals
- develops strong product knowledge across all categories
- the sales associate is responsible for ensuring exemplary customer service by delivering the ultimate kate spade experience
- able to develop a personal clientele through effective use of the selling skills, proactive client outreach and use of client book

building brand equity:

- understand and communicate the kate spade aesthetic, brand philosophy and lifestyle to the customer
- demonstrate interest and ability to work as part of a team

operational excellence:

- execute operational tasks as per company directives
- accurately processes all pos transactions
- adhere to and apply visual directives, ensure that store standards are executed daily

Qualifications

- professional selling skills and exceptional interpersonal skills
- at least one **WHOLE** year of luxury retail experience required.
- prior leather goods experience preferred.
- prior travel retail/airport retail experience preferred.

- proactive ability to multi-task and prioritize
- works well in a team environment
- available to work store schedule, as needed, including evenings and weekends
- available to work to a 365 day a year store schedule, (including bank holidays, christmas day, easter sunday and new years day), as needed, including early morning and late shifts in line with airport opening hours.
- foreign language skills are not required but are preferable.
- ability to demonstrate 5 uninterrupted years of employment, educational, benefit or personal gap references required.
- job offer is subject to a three month probation period which will require the successful acquisition of a full airside pass within this time period.

This is a permanent role - temporary/Christmas period work **will not** beconsidered at this time.

Kate Spade is an Equal Opportunity Employer