



Lynchburg Wholesale Floral Corporation

1949-2019

70 years of serving the Floral Industry

We are looking for a highly motivated and responsible Sales Associate who is ready to take on all sales responsibilities from generating leads to finalizing sales. Our ideal candidate will deliver a professional presentation to customers, and uphold the ideals and standards of our company. The successful Sales Associate will constantly strive to exceed customer expectations while meeting all sales goals.

Sales Associate responsibilities and duties:

- Deliver excellent customer service that ensures ongoing sales and high levels of customer satisfaction
- Work with customers to determine their needs and then recommend the right product
- Assist in ensuring that the store and all areas are clean and organized
- Develop and cultivate strong buying relationships with customers; build productive trust relationships
- Use company literature and available resources to stay up to date on product features and availability

- Go the extra mile to drive sales
- Welcome customers to the store
- Be knowledgeable on products and be able to discuss options
- Cross sell products
- Handle returns
- Team up with co-workers to ensure proper customer service
- Comply with inventory control procedures

Sales Associate qualifications and skills:

- General understanding of the principles of sales and customer service practices
- Strong communication skills
- Reliable and trustworthy
- High school diploma required
- Experience with customer service
- Proven track record in achieving sales
- Basic Math skills
- Hands on experience with POS transactions
- An energetic and friendly personality with customer service focus
- Able to perform under pressure and address complaints in a timely manner
- Available to work flexible shifts if needed during holidays
- Able to lift and carry up to 35 pounds

Work hours: M,W,F 7:30-1:00 T,TH 7:30-5:00

Every other Saturday 8:00-12:00

Contact: Karen Berry 434-845-9095 k.berry@lynchburgwholesale.com