

VERSACE

Sales Associate

WHY WORK FOR VERSACE

Our stores fully embody the spirit of Versace: Italian heritage, fearlessly Luxury forward, iconic design and a family first culture where we believe in the empowerment, motivation and growth of all employees.

Founded in 1978, Versace is one of the leading global fashion design houses. Under the Artistic Direction of Donatella Versace since 1997, Versace designs, manufactures and distributes fashion and lifestyle products including haute couture, women and men RTW, accessories and fragrances.

Since 2019 Versace is part of Capri Holdings global fashion luxury group - an equal opportunity employer committed to inclusivity, highly involved in improving the impact on the environment: starting from Versace, all Capri brands are constantly looking at all aspects of their business in a responsible way.

WHO YOU ARE

Our contributors at Versace are stylish, fashionable and elevated individuals who have a drive to achieve results and a passion for customer engagement. Success starts with being an entrepreneur- by acting as a strong brand representative in the community you will grow your business through client relationship management and events. We encourage an innovative workplace to strategically drive the business by being solution oriented.

WHAT YOU WILL DO

The Sales Associate will join our team reporting to the Store Manager. You will build relationship with customers and maximize sales opportunity, whilst maintaining store standards in terms of image, product and operations, and delivering the Versace customer experience.

Business Development & Client Management

- Partner with management team to strategically achieve sales targets
- Strive to always increase brand and product knowledge
- Master selling skills to satisfy customer needs
- Take action to maximize the sales opportunity on all categories
- Embrace and promote our Retail Excellence Program with both clients and staff

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- Build strong partnerships with clients, peers, and management through effective communication
- Ensure superlative customer service standards, to meet customer expectations
- Act as brand ambassador to build relationships with new customers and VIP clientele
- Deliver the ultimate Versace experience to increase customer loyalty
- Drive results through delivering an elevated customer experience both during and after sale service

CRM

- Capture customer data all the time
- Proactively take possible actions to maintain a long-term relationship with customers
- Participate in the organization of In-store & Promotional events
- Implement and manage the boutique's community outreach program to maintain active social relationships with clients

Operations

- Ensure the stock and the backroom are effectively managed and operational duties are met (goods receiving, transferring, stock take, stock arrangement, reporting etc.)
- Remain in compliance with operational and company policies and procedures
- Ensure store presentation and visual merchandising standards are maintained according to company directives and participate to VM set-up

YOU'LL NEED TO HAVE

- Experience in retail is preferred but fresh graduates are more than welcome!
- Good communication skills and interpersonal skills

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WE'D LOVE TO SEE

- An entrepreneur with the ability to drive results
 - Well connected with a strong ability to engage
 - Elevated customer service skills; a true fashion expert with a passion for sales
 - Exceptional verbal and written communication skills
- A positive, outgoing, high-energy personality able to thrive within a high paced environment

BENEFITS

1. 8 days regular off per month
2. 12 days annual leave per year
3. Employee Discount and Staff Sale
4. Competitive Base Salary with Team and Individual Commission
5. Double Pay
6. Medical and Dental Insurance
7. Friendly, collaborate team culture
8. Lots of training opportunities!

Interested parties please send your resume to nora.liu@hk.versace.com

OUR DIVERSITY VALUE

At Capri, we are all responsible for creating a diverse and inclusive workplace. We try to inspire change and growth within each other and believe success is a result that comes from our differences. Capri is proud to be an equal opportunity employer committed to inclusivity regardless of age, sex, sexual orientation, gender identity, genetic characteristics, race, color, creed, religion, ethnicity, national origin, alienage, citizenship, disability, marital status, military status, pregnancy, or any other legally recognized protected basis prohibited by applicable law. M/D/F