

RECRUITMENT

1. Sales Representative:

Job Title: Sales Representative.

Reports to: Business Manager/CEO.

Location: Lekki Phase 1.

Salary: N150,000

Our client is a luxury fragrance brand positioned to deliver refined, premium scent experiences.

The Sales Representative is responsible for delivering an exceptional luxury shopping experience while driving sales of premium fragrances. The role requires deep product knowledge, refined customer engagement, and the ability to build long-term relationships with clientele.

Key Responsibilities:

1. Sales & Customer Engagement

- Welcome clients professionally and provide personalized fragrance consultations.
- Understand customer preferences and recommend suitable perfumes and products.
- Drive individual and store sales targets while maintaining luxury service standards.
- Build strong relationships with repeat and VIP clients to encourage loyalty.
- Upsell and cross-sell complementary products where appropriate.

2. Product Knowledge & Brand Representation

- Demonstrate expert knowledge of fragrance notes, brands, collections, and usage.
- Stay informed about new launches, limited editions, and brand stories.
- Accurately explain pricing, exclusivity, and product value to clients.
- Uphold brand guidelines, grooming, and professional presentation standards.

3. Store Operations Support

- Assist with daily opening and closing procedures.
- Handle POS transactions accurately and securely.
- Maintain product displays and ensure shelves are well stocked and organized.
- Support inventory checks and report low stock or discrepancies.
- Ensure the sales floor is clean, orderly, and visually appealing at all times.

4. Customer Service & After-Sales Support

- Address customer inquiries and concerns promptly and professionally.
- Handle exchanges or complaints in line with company policy.

- Follow up with clients for feedback, repeat purchases, and special offers.
- Maintain client records where applicable for personalized service.

5. Team Collaboration & Compliance

- Work collaboratively with colleagues to meet store objectives.
- Adhere to store policies, procedures, and loss-prevention guidelines.
- Participate in product training, sales meetings, and performance reviews.

Required Skills & Competencies:

- HND/BSc in Business Administration, Marketing, Retail Management, or a related field.
- Experience serving high-net-worth or premium clientele is a strong plus
- Minimum of 1 – 3 years' experience in retail sales, preferably luxury, beauty, fragrance, or fashion.
- Excellent communication and interpersonal skills.
- Strong sales and persuasion abilities.
- Passion for luxury fragrances, beauty, or fashion.
- High attention to detail and customer sensitivity.
- Ability to multitask in a fast-paced retail environment.
- Professional appearance and refined demeanor.
- Basic POS and cash-handling skills.
- Method of Application
- Interested and qualified candidates should forward their CVs to: talent@amaniadvisory.com using the position as the subject of the email.