



## **Fayetteville**

# **Retail Sales Specialist**

- Part-time

### **Full Job Description:**

Do you have a passion for connecting with people and driving sales? As a **Retail Sales Specialist** at Spectrum, you'll be the face of our company, promoting and selling our diverse portfolio of products and services to both existing and new customers. Your role is pivotal in enhancing the customer experience and fostering a culture of exceptional customer care at every store location.

### **What Our Part Time Retail Sales Specialists Enjoy Most About the Role:**

- Enhancing the customer experience while meeting sales, service, and operational goals.
- Identifying sales opportunities and creating ideal customer experiences through product support and education.
- Building positive customer relationships, effective listening, and overcoming objections, while reselling the value of our products.
- Maintaining knowledge of Spectrum products, pricing, promotions and visual standards, while minimizing product losses.
- Ensuring a welcoming store atmosphere, delivering a clean retail experience, effective communication, policy adherence, issue resolution and participating in training programs.

### **Working Conditions:**

- This role requires a flexible schedule, regular attendance, physical demands (lifting up to 35 lbs., prolonged standing) and adherence to Spectrum's dress code in a moderately noisy retail environment.

### **Education**

- High School Diploma or equivalent.

### **Skills & Abilities:**

- Proficiency in cash handling and accurate payment transactions.
- High comfort level with personal technology, including mobile devices and video platforms and proficiency in computer applications.
- Basic math skills.
- Ability to read, write, speak, and understand English and to prioritize, organize, manage multiple tasks and handle change effectively.
- Familiarity with goal- and incentive-based work environments.

- Strong performance in a fast-paced team environment.
- Effective communication with employees and customers in person, on the phone and in writing.
- Highly effective interpersonal skills for building partnerships across the organization.
- Self-motivated, competitive spirit with a desire to exceed sales goals.
- Positive and professional demeanor, strong attention to detail and problem-solving skills.

**Preferred Qualifications:**

- Knowledge of the latest technology and devices.
- 1-5 years of sales/customer service experience.
- 1-3 years of telecommunications/wireless experience.

**For More Information and Apply:**

<https://jobs.spectrum.com/job/fayetteville/retail-sales-specialist-part-time-18-00-per-hour-plus-commission-and-incentives/4673/83233371552>