



Mac Sales Consultant

MacSuperstore is an exciting, fast-paced and one-of-a-kind computer store. We are a retail and service business that specializes in Apple's Macintosh and iPod product lines. We represent only products that we believe in and would use ourselves. We strive to provide our customers the highest level of technical knowledge in a comfortable, non-threatening environment.

We have been in business for 10 years, based in San Luis Obispo, CA and now expanding to Colorado Springs. As an independent Apple Specialist, we have emerged as one of the nations leading providers of Apple products and services. It is our goal to be the premier provider on the Front Range.

We are looking for people who not only have a passion for Apple, iPod and Macintosh products, but also enjoy helping others achieve the same rewarding experience. We sell and service the products, but it's the people that make it all come together.

If you have a high energy level and desire to work in a fast-paced environment, MacSuperstore might be the place for you. Are you someone that customers enjoy speaking to and they walk away feeling better about the products you represent? If you like to work on a team that will challenge you to reach higher levels, MacSuperstore will do just that! Apple customers come because of the quality product, so we hire only the best people to deliver that expectation.

Location: First & Main Shopping Center, Colorado Springs, CO

Type: Full Time/Part time

Job description:

As a sales consultant you will be the foundation of creating a loyal customer base by providing a superior customer experience through determining customers needs and wants so as to provide them with complete technology solutions. You will also assist in creating a great shopping environment through innovative and creating merchandising.

A Great Team Member will have:

- Retail sales experience
- The desire and ability to provide a total sales solution for every customer
- An inspiring passion and understanding of Apple product
- Superior customer loyalty skills
- Enjoys the thrill of a fast paced environment
- A great base knowledge of Apple
- The ability to continue learning and grow with the company

A great position will provide the opportunities:

- To sell not just a product but a passion
- To provide a total solutions and create loyal customers
- To work in a great environment
- To protect assets through proper loss prevent practices
- To receive great pay for great efforts
- To learn more about Mac and be rewarded for the effort

A position with the MacSuperstore is an opportunity to get paid while using your passions, skills, knowledge and wisdom of a world-class technology to fulfill people's lives through superior solutions in a fun and rewarding environment.

Other expectations:

- Ability to communicate clearly and comfortably in person and on the phone
- Excellent interpersonal skills for building rapport and relating effectively with a variety of customers and colleagues
- Ability to assess customer needs and provide proper total solutions
- Ability to close sales and follow up with customers.
- Ability to meet goals, be self-motivated and work with a team.
- Ability to work in a fast-paced sales environment – balancing speed, accuracy and profitability.
- Attention to detail, follow through and punctuality.
- Meet and exceed all sales goals and expectations given as an individual and a store
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Duties and tasks

- Promote and sell products and services offered by MacSuperstore
- Work with customers to assess their technical needs and provide solutions beyond their expectations
- Efficiently and professionally greet customers and answer phone calls
- Follow up on customer requests and inquiries in a timely and professional manner
- Work closely with the Service Departments to best meet the needs of the customer and to sell the services we offer
- Learn to use the point of sale system efficiently to manage customer data and generate invoices for each sale
- Take payments, process credit cards, checks and make change as necessary, process returns
- Prepare end of day money statements
- Meet the individual and team sales goals established with the Manager
- Contribute to creating a clean and neat work environment and store appearance. This includes emptying trash, dusting, mopping, stocking, merchandizing and continually improving the sales floor
- Consistently increasing your strong knowledge of all products, services, promotions and advertising.
- Attend all required store meetings and training sessions
- Protect company assets against fraudulent and harmful activities
- Other duties as assigned

The above statements are intended to describe the essential functions of this job. It may be necessary for a person to perform other tasks as needed.

WORKING CONDITIONS

This position requires moderate lifting and standing