

## Account Manager Stylist



Account Manager Stylists at A Line Boutique are the vital element to delivering a superior and distinctive customer experience while driving maximum sales results. The personal, mission-driven and account focused sales approach used by A Line account management stylists offers a unique retail environment that cultivates a culture of community, trust, and empowerment.

A Line account manager stylists work to offer expertise and directive sales to their clients on how to make the best choices for their lifestyle and to make shopping a truly effortless experience. They are driven and motivated to achieve outstanding results through a service-centric sales model by constructing a customized sales approach for each customer. This self-motivated sales professional will also constantly clientele to enhance relationships with repeat customers, while continuously providing the highest level of service to every customer.

### Job Qualifications:

- Driven sales professional with a proven track record of successfully building relationships that result in sales through value-add service.
- Responsible for achieving monthly personal sales goal and maintaining minimum sales-per-hour
- Maintain impeccable product knowledge on A Line's designer matrix and all products through self-directed research
- Manage awareness of seasonal fashion trends, collection inspiration and the fit and fabrication of all products
- Exude professionalism at all times while representing A Line both in-store and in the community
- Maintain knowledge of overall store sales goals
- Ability to work autonomously in a fast-paced retail environment
- Be knowledgeable of and able to perform all POS duties as needed
- Utilize open communication with all colleagues, and encourage constant team spirit
- Ensure follow through on commitments to customers, coworkers, and others
- Be on time, focused, prepared, enthusiastic, and positive

### Job Requirements:

- Experience in sales-focused industries (hospitality, real estate, financial management) encouraged
- College degree preferred
- Excellent verbal and written communication, interpersonal and problem-solving skills
- Excellent computer skills and proficiency in Microsoft and Mac application
- Excellent interpersonal skills and a collaborative/team working style
- Commitment to high professional ethical standards and a diverse workplace
- Willing to work weekends and commute to any A Line Boutique location

### Compensation:

- Compensation package includes base salary plus monthly commission opportunities for full-time employee — ranging from \$51,000 to \$174,000.
- 2 weeks (10 days) PTO plus observed company holidays for full-time employee
- Comprehensive medical, dental and vision benefits for full-time employee

### **Who We Are:**

A Line Boutique is changing the traditional face of retail. In four short years, annual revenue has grown from \$300K to \$4M by focusing on providing solution-based styling services within the four walls of traditional retail stores. The driving force behind A Line is transparency and authenticity. We want all women to simply try less and embrace their inherent beauty through the vehicle of fashion. It's not just about 'pretty clothes' but the power of transformation and empowerment offered in well-styled and well-tailored garments. It's about self-expression and creating a community of support and celebration for women, their lives, and how they evolve.

### **How to Apply:**

*\*\*\*No applications will be considered that do not follow all of the steps below.\*\*\**

Our stylists routinely use video to reach out to our clients and build the relationship- being comfortable in front of the camera is key!

Please submit a video (3 minutes or less - iPhone selfie videos welcome) to our hiring team answering the following questions:

1. Can you describe a role where you had to do proactive outreach in order to build a business or client base?
2. What sales experience do you hold that make you a good fit for the Account Manager/Stylist position?
3. What stands out to you about A Line's brand/culture and how does this align with your characteristics and skills?