

Department: Sales

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Reports to: Ali Jansa		Direct reports: No
FLSA status: Non-exempt	Last revision date: 5/22/18	Approved by: VP of Sales

If you are a dynamic action-oriented woman/man looking for a progressive career opportunity, then this could be the perfect role for you and the first step of your career with a leader in prestige beauty. While previous selling experience is required we also welcome applicants with a strong drive to meet and exceed goals.

We have opportunities for those who specialize in selling at ULTA or beauty specialty locations.

As a leader in prestige beauty with a culture that values diversity of thought and people, we offer excellent training and development.

**Position Profile:**

The Freelance Beauty Sales Specialist is a trendsetter with a passion for beauty and fragrance and a determination for success. The Sales Specialist will represent a woman-led company that is committed to creating fragrant moments in life. The Freelance Beauty Sales Specialist will represent CURiO's Thymes Brand in key locations throughout the designated market at various retailers on a part-time and as-needed basis.

An ideal Freelance Beauty Sales Specialist candidate will:

- Be a self-starter with the ability to lead/work in a selling, goal driven environment
- Enjoy meeting and interacting with people and demonstrate an enthusiastic and positive attitude
- Demonstrate knowledge of Thymes Bath & Body,
- Demonstrate knowledge of Bath & Body, Fragrance and Home Fragrance categories
- Ability to meet sales goals and objectives
- Ability to communicate effectively with customers, peers and management
- Flexible schedule to work hours as needed (can include day/evening/weekend)

**Primary Locations:**

1. Chino, CA
2. Redlands, CA
3. Burbank, CA
4. Columbia, MD
5. Gambrills, MD
6. Townson, MD
7. Garland, TX
8. Fort Worth, TX
9. Woodbury, MN
10. Bloomington, MN
11. Norman, OK
12. Tulsa, OK

13. Canton, OH
14. Manchester, CT
15. Henderson, NV
16. Moscow, ID
17. Coeur d'Alene

*Note: This job description does not restrict CURiO's right to assign or reassign duties or responsibilities to this job at any time. This document does not create an employment contract, implied or otherwise. It does not alter the "at will" employment relationship between the company and the employee.*



### **Work Responsibilities:**

As one of our highly skilled specialists you will combine your creative and selling expertise and passion for people to provide a welcoming, inspirational and personalized in-store experience which educates and delights our customers.

You will also like working as part of a national team to create impact within the ULTA environment and to ensure that the store always achieves our brands high standards of visual merchandising to stand out against our competitors.

### **General Responsibilities:**

- Follows all policies and procedures of the company. Works cooperatively with all departments, maintaining a positive work atmosphere by acting and communicating in a manner that promotes cooperation with co-workers, supervisors, and managers.
- Maintain individual skills, keeping up to date with latest best practices, trends, concepts, and regulations in the specific job area.
- Manage time effectively, meet personal goals and work effectively with other members of the team to meet CURiO goals.
- Follows all safety guidelines and policies. Makes supervisor/manager immediately aware of any observed safety issue. Keeps work area clean and organized.

Position requires extended work hours as necessary to meet seasonal deadlines. May also require weekend or after-hours work, as approved by your manager.

Performs other work as assigned.

### **Minimum Qualifications**

- High School Diploma or equivalent education is required.
- Five years' experience in a retail sales environment is required, experience in the categories of bath & body, fragrance, home fragrance is preferred.
- While category experience is preferred, we also welcome applicants with non-category experience who are able to demonstrate a high level of confidence and provide results.
- All applicants must be able to demonstrate the ability to provide inspirational, authentic and personalized customer service.
- Ability to work retail hours including days, nights, weekends, and special events in a fast-paced work environment.

### **Preferred Qualifications**

- Experience with retail training and merchandising is preferred.

**Computer and/or software qualifications:**

- Basic level of proficiency in Microsoft Excel, Microsoft Word, Power Point

**Travel Requirement:** 100% travel

**Working Environment and Physical Demands:**

- Ability to sit for hours at a time, including as a driver or passenger in an automobile, viewing computer monitor and using telephone on a constant basis
- Walking, standing, reaching activities relative to interaction with customers and other personnel
- Occasionally required to lift and/or move items weighing 10 – 15 pounds
- Periods of stress may occur

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