

eLo

Job Title: Showroom Attendant

Location: Avenue East Cobb

Job Type: Part-Time

About Us: Make Sustainability Sexy!

Our commitment to community and sustainability is reflected in every aspect of our business model: revenue, materials, manufacturing and distribution.

Each product is handmade by our amazing team of makers, as well as our partnerships with local small businesses. We are at the intersection of attainable luxury and responsible ecosystems.

Position Overview: We are seeking a Showroom Attendant to join our team at eLo Vegan Lifestyle. As a Showroom Attendant, you will play a crucial role in the store's overall success by driving sales growth and delivering exceptional service to our clients. Your passion for our luxury products, building client relationships, and curating elevated shopping experiences will contribute to the overall success of this very unique brand.

How you will contribute:

1. Customer Service:

- Exceed personal sales goals and ensure continuous growth in a team setting while upholding eLo standards
- Develop clienteling actions that foster lasting relationships, and unlimited sales potential

2. Sales:

- Meet and exceed sales targets by effectively promoting products and offering upsell opportunities
- Highlight essential must-haves while leading the client journey
- Process sales transactions accurately and efficiently

3. Product Knowledge:

- Stay informed about the latest personal care trends, products, and promotions, within the market

- Participate in training sessions to enhance product knowledge and the selling ceremony
 - Maintain an open, learning attitude by continuously seeking and receiving feedback from colleagues and management
- 4. Store Maintenance:**
- Ensure the store is always clean, organized, and visually appealing
 - Assist management with basic store opening and closing procedures, such as cycle counts and/or light cleaning duties, maintain visual merchandising standards, store signage, and general maintenance as requested
- 5. Team Collaboration:**
- Collaborate with fellow team members to ensure a seamless shopping experience for our clients, and contribute to the overall success of the brand
 - Attend team meetings and contribute ideas for improving the client experience

Qualifications - Who you are:

- 1-2 years of previous retail sales experience in a customer service related field; preferably a luxury environment.
- **OR** 3+ years of server experience, preferably in hospitality driven concepts.
- High school diploma or equivalent; some college education preferred
- Strong communication and interpersonal skills
- Ability to work in a fast-paced environment and manage multiple tasks
- A passion for personal care products
- Exhibits a strong work ethic, leadership skills, high energy level, and is team-oriented
- Maintains a polished and well-groomed appearance at all times
- Excellent customer service, teamwork, and problem-solving skills
- Ability to lift and move up to 40 pounds

Benefits:

- Competitive hourly wage with commission
- Employee discounts
- Flexible scheduling
- Opportunities for career advancement

Below is a draft of this exact job description - but elevated for excellence... let me know your thoughts:

Job Title: Luxury Showroom Experience Associate

Location: Avenue East Cobb

Job Type: Part-Time

About Us: The Art of Sustainable Luxury

At **eLo Vegan Lifestyle**, we redefine luxury by seamlessly blending sustainability with sophistication. Our commitment to ethical craftsmanship and conscious consumerism is reflected in every element of our business—from premium materials to our meticulous manufacturing and distribution processes. Each piece is thoughtfully handcrafted by our artisans and in collaboration with esteemed local makers, curating a collection that is both indulgent and responsible.

We stand at the pinnacle of **attainable luxury**, where elegance meets eco-consciousness.

Position Overview: A Curator of Elevated Experiences

We are seeking a **Luxury Showroom Experience Associate** to serve as an ambassador for our brand, creating **bespoke, immersive shopping experiences** for our discerning clientele. This role is ideal for those who have a passion for refined personal care, a keen eye for aesthetics, and an innate ability to **cultivate long-lasting client relationships**. Your ability to craft an **exquisite** and **personalized** shopping journey will be paramount to our continued success.

How You Will Elevate the Experience

Client Engagement & Personalization

- Cultivate **meaningful relationships** with clientele through tailored consultations and proactive clienteling.
- Exceed personal sales goals while maintaining the highest level of service excellence.
- Provide **concierge-style** service, anticipating client needs and offering bespoke recommendations.
- Maintain an extensive client book and proactively communicate with VIP customers regarding new arrivals, exclusive events, and personalized product selections.

Sales & Brand Storytelling

- Drive revenue through **expert storytelling**, sharing the heritage and craftsmanship behind each product.
- Curate and guide the **client journey**, ensuring an immersive and luxurious experience from start to finish.
- Showcase the art of **upselling and cross-selling**, seamlessly integrating must-have essentials into each client's selection.
- Accurately and efficiently process transactions with discretion and care.

Product Expertise & Trend Awareness

- Serve as a **trusted advisor**, staying attuned to **emerging beauty, wellness, and sustainability trends**.
- Engage in ongoing training to deepen knowledge of product formulations, ingredients, and ethical sourcing.
- Demonstrate a passion for **luxury, wellness, and sustainable living**, ensuring every client leaves feeling **enlightened and indulged**.

Showroom Curation & Brand Ambassadorship

- Maintain the showroom's **pristine, gallery-like ambiance**, ensuring every detail reflects our elevated aesthetic.
- Assist in executing **visual merchandising strategies** to enhance the storytelling of our collections.
- Support operational excellence through seamless opening and closing procedures, inventory integrity, and meticulous showroom upkeep.

Team Collaboration & Innovation

- Partner with team members to create a **harmonious, high-touch environment** that fosters connection and excellence.
- Contribute to team meetings with fresh ideas for enhancing the client experience and elevating brand presence.
- Embody the **values and vision of eLo Vegan Lifestyle**, serving as a passionate advocate for our mission.

Who You Are: The Essence of Luxury & Service

- **1-2 years of luxury retail experience OR 3+ years in high-end hospitality**, demonstrating a **deep understanding of elevated service**.
- A natural relationship-builder with exceptional **communication and interpersonal skills**.
- A highly polished, **sophisticated presence** with an eye for detail and aesthetics.
- Passionate about **luxury personal care, wellness, and sustainability**.
- Thrives in a **fast-paced, dynamic environment**, seamlessly managing multiple touchpoints.
- A dedicated team player with a **strong work ethic, leadership skills, and unwavering professionalism**.
- Ability to **lift and maneuver up to 40 pounds** with grace and ease.

Exclusive Benefits

- **Competitive hourly rate + commission** structure, rewarding your dedication to excellence. (\$15 + Monthly Commission)

- **Curated employee discounts**, allowing you to embody the brand you represent.
- **Flexible scheduling** to accommodate your lifestyle.
- **Career growth opportunities** within our expanding luxury ecosystem.

This is more than a retail role—this is an **opportunity to curate unforgettable experiences and be part of a brand that defines the future of luxury**. If you have an innate appreciation for elegance, sustainability, and world-class service, we invite you to apply.

Elevate the way the world experiences luxury. Join us at eLo Vegan Lifestyle.