

Samsung Experience Consultant (West Lebanon)

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Location **New Hampshire**
<https://www.genclassifieds.com/x-748845-z>

QR Code Link to This Post Are you energetic and a people-person who can strike up a conversation with almost anyone you meet? Are you a technology enthusiast, knowledgeable, determined, and interested in the newest advancements in the mobile, tablet, and wearables technology? We are currently seeking a highly driven individual to become a Part-Time Samsung Experience Consultant (SEC) for the 'Samsung Experience Shop' in Best Buy, demonstrating and selling the global giant's most exciting and desired ecosystem of products.

The Experience Consultant will be expected to empower the consumer using device discovery. The SEC will be expected to drive an interactive consumer experience by promoting and selling the newest Samsung ecosystem of devices and accessories: phones, tablets, wearables, VR, and other designated products. The Part -Time Experience Consultant will also work closely with Best Buy store personnel to build and maintain strong relationships, and to support objectives to meet client expectations.

The Experience Consultant will:

• Possess and demonstrate competencies of:

- o Closing the Sale
- o Building Relationships
- o Consumer Focus
- o Technical Learning

• Conduct consumer facing activities in order to meet store sales goals, using your unique skills and experience to make each experience personal and memorable

• Demonstrate key features and benefits, assist consumers with setup of devices and trouble shoot issues. Provide "walk out working" after purchase

• Focus on the brand as a lifestyle, specific to each unique consumer

• Conduct product training and knowledge transfer for sales reps to facilitate consumer engagement and sales

• Conduct consumer skills workshops

• Manage performance against established sales goals

• Build brand presence through interaction with retailer through merchandising, display maintenance and some POP and plan-o-gram compliance

• Maintain knowledge of product lines and be a subject matter expert

• Make a significant impact on sales and improve the consumer experience

• Demonstrate effective decision making skills and the ability to assess and take action in resolving problems while exhibiting professional judgment

• Complete reports, forecasts and other personal training in a timely manner following all procedures

• Must be flexible to work at multiple locations if required

• Maintain excellent attendance and compliance

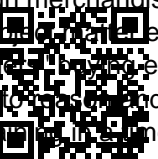
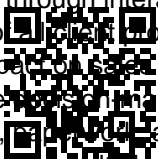
• Other duties as assigned

The candidate's success will be measured against:

• Sales and training performance metrics with potential sales incentive

• Educate and share product feature and benefit information with consumers

• Exhibit an energetic and enthusiastic attitude and friendly and positive interpersonal communication skills



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â€¢ Understand the needs of different types of consumers

â€¢ Ability to setup customers' device based on their individual usage needs and interests

Job Requirements

â€¢ Must be tech-savvy and enjoy working with interactive technology gadgets, understanding relationships of products within ecosystems

â€¢ Previous experience in a sales environment

â€¢ 1 - 2 years of wireless and or/ pc retail sales and/or training experience is a plus

â€¢ Experience working with any of the larger wireless carriers is a plus

â€¢ Independent and motivated team player

â€¢ Regular physical activity may be required, e.g., setting up promotional material

â€¢ Ability to work a flexible retail schedule including holidays

â€¢ Must have ability to commute to assigned store and arrive on time for assigned shift(s)

â€¢ Ability to stand comfortably for up to 8 hours a day

â€¢ Daily access to a PC computer with internet/email access

â€¢ Strong working knowledge Windows and Microsoft Office

If you are passionate about impacting people's lives by changing how they experience technology, apply to join our team today!

Who is Mosaic?

Consistently voted one of the best places to work, Mosaic provides people, technology, and analytics to support the sales and marketing of world-class brands that you know and use every day. Our clients are Fortune 500 companies with high expectations and forward-thinking philosophies. Together as a TEAM we deliver for them every day. Mosaic is not about standing out from the crowd - We lead it!

Mosaic North America is an Equal Opportunity Employer.

If interested, please email your most recent updated resume