

MARKET

BY MODERN NEST

Market Sales Associate

Market by Modern Nest, the retail + furnishing division of Modern Nest is seeking to hire a sales associate. Modern Nest is a luxury custom home design and build firm located in Scottsdale, AZ. In December 2020 we stepped into the retail portion of the business opening our brick and mortar retail space in Old Town Scottsdale.

A Market Associate supports the store leadership team through the cultivation of a store environment that immerses our customers into a Modern Nest Home each time they walk through our doors. We envision someone with a vibrant personality, an efficient mindset and natural warmth. Our ideal candidate will provide exceptional service in all aspects of the sales floor - greeting customers, selling, product knowledge, styling, cash wrap, restock and overall shopkeeping.

Key Responsibilities:

- Retail Operations
 - Supports environment of genuine customer connection
 - Acts as an empowered team member, exercising decision-making skills to enhance each customer's experience
 - Takes ownership of individual awareness of product knowledge and current trend
 - Manage daily upkeep of the Market
 - > Furniture and fixtures are clean and in operating condition
 - > Music is at a reasonable volume
 - > Tester candle is clean of soot, wick trimmed and lit during operating hours
 - > Surfaces are maintained and cleaned daily
 - > Windows are free from smudges and fingerprints
- Sales
 - Front line sales generator
 - Understand detailed descriptions/knowledge of inventory items to relay to the customer
 - > Know information about the products such as: how a piece is made, the materials used, product variants, how to clean/best maintain the pieces, etc.
 - Learn and seamlessly utilize point of sale and E-commerce systems
- Inventory
 - Product quality control
 - Tag, price and SKU all inventory
 - > Separate retail from online merchandise
 - > Inventory entry into Shopify
 - Communicate purchasing trends/seasonal features (holidays, summer, etc) with the Market Director

Qualifications:

- Experience: Minimum 1 year of retail experience
- Strong organizational, problem-solving, planning and communication skills
- Design aesthetic alignment with Modern Nest Brand