



## **Gear & Apparel Salesperson**

We are searching for a Gear & Apparel Salesperson to join our team. We are hoping to find candidates who prefer full-time or close to full-time work. We will consider applications for part-time.

In brief, this job entails ensuring high quality presentation of our clothing, ride gear, merchandise, giftware & other stock on our showroom floor. It also requires excellent sales skills, as you will be the person to serve our customers in this department. Management of the eCommerce operations of our online store is also a priority, and management of our social media channels is also included in this role.

### **Who we are**

As a prominent and respected motorcycle dealership with a long history in the Wide Bay region, representing two of the most trusted motorcycle brands worldwide, we have a dedication to providing exceptional quality & service to our customers as we strive towards our brand goal of being the very best in retail.

We are a family-owned business and are proud to enjoy a fantastic workplace culture, and have a strong team of hardworking, honest and friendly people.

### **What does the role entail?**

In brief, the successful candidate will be expected to perform the following.

- Provide exceptional customer service to all of the dealership's customers, assisting with riding gear, apparel and merchandise purchases.
- Build and create effective in store visual merchandise displays.
- Develop and share knowledge of all general merchandise, apparel and riding accessories.
- Develop knowledge of current Harley-Davidson and Yamaha motorcycles and available accessories so you can connect with the customer and assist with purchases.
- Manage our eCommerce operations. We operate a busy online store via the Shopify platform. You can view it at [www.shop.bundyhd.com.au](http://www.shop.bundyhd.com.au)
- Contribute towards management of our social media channels (Facebook, Instagram and TikTok) leveraging the marketing assets provided by our franchises as well as your own creativity, to convey a consistent brand message, increase sales and contribute to the success of our business.
- Meet and exceed sales goals.
- Conduct rolling stock takes, and additional annual stock takes as required by Management, to ensure accurate stock on hand at all times.
- Liaise with supplier sales representatives.

### **Candidate requirements**

- Retail or sales background in a fashion store, boutique or a similar retail store to ours.
- Passion for outstanding customer service.
- Confidence & ability to establish and maintain a repeat clientele.
- Self-motivated, punctual and reliable.
- Excellent sales skills and ability to qualify a customer for wants, needs and readiness to buy.
- Excellent time management (our store is a busy little place!).
- Excellent computer skills (tech-savviness is absolutely essential).

- Current class C Queensland driver's licence.
- Highly desirable skills include experience with the Shopify platform and a current unrestricted motorcycle licence.

## **How do I apply?**

This role is extremely rewarding and very diverse. If you want to build your skills in the fields of fashion retail, eCommerce and marketing then this is the role for you.

You can apply by first preparing a cover letter or email (don't be shy – tell us how great you are!) and address it to our General Manager, Mrs Jess Hood. Make sure you also include your current resume with 3 professional referees and email your resume and cover letter together to [jess@bundyhd.com.au](mailto:jess@bundyhd.com.au)