

JD No: IML/Sales/1.01	Location: Gurgaon
Practice/Department: Sales	Designation: Fashion Consultant
About IML: A growing organisation in the field of denim wears. www.imljeans.com	
Role Purpose: Responsible for business growth through directing and managing business sales activities to ensure these are delivered in accordance with the organizational strategy.	
<p>Roles & Responsibilities:</p> <ul style="list-style-type: none"> ❖ Align Visual Merchandising to sales plans to increase sales ❖ Coordinating with other departments ❖ Proven ability to coach, lead and develop a team to achieve KPI targets ❖ Committed to providing exceptional customer service ❖ Day to day management of the store / DSR ❖ Taking care of the orders / deliveries ❖ Handling client data ❖ Planning sale targets and achieving them ❖ New hire training <p>Knowledge areas & Skills:</p> <ul style="list-style-type: none"> • Technical/Functional Knowledge • Strong analytical skills • Good at formulating business strategy and business planning • Good at managing team • Excellent interpersonal, communication, written & presentation skills • Should be open to travel on job assignments and spend extended periods away from home base or at client site <p>Competencies required:</p> <ul style="list-style-type: none"> • Analytical Skills /Problem solving • Planning & Organising • Managing and developing team • Communication skills • Performance Management • Market & Product knowledge • Goal Setting • Project management 	

Desired Profile:

Education: Graduate/MBA/PGDBM (Sales & Marketing)

Experience: 2- 5 years of relevant experience Fashion Consultant & Retail.

Contact person at IML : mukesh.kumari@avensa.in