

# SHERMAN'S

**Position:** Sales Professional

**Reports to:** Sales Management

**Essential Functions:**

- Generate retail sales by offering quality customer service and meeting goals throughout the complete sales cycle
- Attend and participate in product and skills training
- Demonstrate and adhere to Sherman's Core Values & Sales Expectations

**Education:**

Essential: High School diploma or equivalent.

**Experience:**

Essential: Minimum of 1 year in retail, customer service, education, and hospitality or related industry.

**Licenses, certifications:**

Desired: Valid driver's license, insurable driving record, reliable vehicle, proof of insurance

**Knowledge, skills, and abilities:**

- Great verbal and written communication, listening, and negotiating skills
- Effective written and verbal skills
- Critical thinking, problem-solving, troubleshooting, and negotiating skills
- Basic mathematical skills
- Team player and able to develop effective working relationships
- Working knowledge of computer programs, iPad, and electronic mail
- Coachable and self-directed learner with willingness to learn more
- Professional, driven, positive, resilient, and achievement – focused
- High level of accuracy and attention to detail
- Knowledge of safe work practices
- Ability to follow oral and written directions and specific rules, regulations, and processes and apply them to a variety of situations

**Working Conditions:**

While performing the duties of the job, the employee is frequently required to stand, walk, stoop, bend, climb, push, pull, twist, sit, reach with hands and arms, use hands to finger, handle, or feel objects. The employee is occasionally required to read and interpret, listen and talk. Specific vision abilities required by the job include close vision, distance vision, color vision, peripheral vision, depth perception, and the ability to adjust focus. Wearing a headset is required for a majority of the worked shift. The employee may be required to lift up to a maximum of 50 lbs. The noise level in the work environment is quiet to moderate. Travel may be required.

**Work Schedule:**

Generally a 5 day work schedule including weekends, nights, and holidays. Every weekend may be required. Work schedules may vary based on sales area.

**FLSA:** Non-exempt

Date: Sept. 2023