



Sales Lead, Dallas

Company: Abbey Glass
Location: Dallas, TX - The Plaza at Preston Center
Job Type: Part or Full-Time

About Abbey Glass

Abbey Glass is an approachable luxury womenswear brand that encourages women to be self-assured in their femininity from the inside out. We lend a playful elegance to women's wardrobes, giving them an effortless confidence for every occasion.

We define a new, multi-dimensional femininity for the busy woman who values individualism and elegance. At Abbey Glass, we believe today's woman can "have it all"—and we provide the timeless, expertly tailored, and versatile pieces to ensure she looks the part, no matter the occasion.

The Role

We are seeking a dynamic **Sales Lead** who lives and breathes our values of *Confidence and Elegance and enjoys the Art of Dressing Up*. Dallas is home to one of our newer Abbey Glass retail locations, and we are looking for a passionate brand ambassador to help lead the team, represent the brand, and continue our incredible success at The Plaza at Preston Center.

As a Sales Lead, you are the face of "playful elegance." You will balance high-performance sales with visual and operational excellence, acting as a Manager on Duty to mentor the team, manage high-touch client relationships, and cultivate a sophisticated, welcoming environment.

Key Responsibilities

Sales & Styling Leadership

- **Drive Results:** Meet personal sales goals and coach the boutique team on styling techniques, product knowledge, and "attainable luxury" storytelling to hit store KPIs.
- **Clienteling & Appointments:** Lead one-on-one private styling sessions. Proactively utilize Shopify and Endear to manage high-value client relationships, ensuring personalized outreach for new arrivals, events, and restocks.



Brand Awareness & Events

- **Community Engagement:** Act as a local brand connector by fostering relationships with Dallas influencers, wedding planners, and local business owners to increase boutique visibility.
- **Events & "Sip & Shops":** Help coordinate, promote, and host elevated in-store events, trunk shows, and charity partnerships.

Operations & Visual Merchandising

- **Visual Excellence:** Help execute elevated floor sets that highlight seasonal trends, ensuring the boutique remains pristine, organized, and visually inspiring.
- **Inventory Management:** Support daily inventory organization, stock receiving, order fulfillment, shipping, and returns processing.
- **Opening/Closing (Manager on Duty):** Confidently manage opening and closing procedures, including cash handling, POS systems, deactivating/activating alarms, and ensuring the store is fully "sales floor ready" or securely recovered at the end of the day.

Candidate Requirements

- **The Essentials:** A positive, engaging attitude with excellent communication skills and a reliable work ethic.
- **The Passion:** A genuine love for the art of dressing up, styling, and bringing joy to women through fashion.
- **The Network:** Strong local networking skills and a passion for the Dallas social, wedding, and retail circuit.
- **Physical Demands:** Ability to stand and move about the sales floor for extended periods, climb ladders for visual merchandising, and lift/move up to 25–30 lbs for inventory shipments.
- **Availability:** Flexibility to work a retail schedule that includes opening/closing shifts, weekends, and key holidays to meet the needs of our business at The Plaza at Preston Center..

Why Join Us?

- **Shape the Future:** Abbey Glass is in an exciting phase of brand growth—you will directly impact the future of our retail experience.
- **Culture of Empowerment:** We don't just sell confidence; we cultivate it within our team.
- **Versatility:** This role offers the unique opportunity to touch multiple parts of the business, from local marketing strategy to luxury client management.
- **The Perks:** A generous clothing allowance, employee discount, and room for career growth as our brand expands.



Abbey Glass is an Equal Opportunity Employer. We celebrate individualism and are committed to creating an inclusive environment for all employees.

How to Apply:

Please submit your resume and a brief cover letter explaining why you are interested in joining the Abbey Glass team to **Sue@Abbey-Glass.com**