



La Sportiva N.A., Inc.: Retail Store Sales Specialist

Reports To:	Retail Shop Manager
Classification:	Part-time (15-30 hours a week)
Location:	Boulder, Colorado: on-site at our retail location on 2100 Broadway
FLSA Code:	Non-Exempt
Pay Range:	\$17/hour
Start Date:	ASAP

Job Summary

The Retail Store Sales Specialist is a part-time position that helps customers with their questions, inquiries, and needs. This is a consultative sales position where the Sales Specialist must be well versed in La Sportiva products and their applications in order to best serve the customer and provide an exceptional shopping experience.

Duties and Responsibilities

- Answer customer questions with expertise regarding La Sportiva products and services
- Listen to customer goals and align La Sportiva value with their vision
- Process transactions using a point of sale system
- Maintain the look of the sales floor: proper inventory levels available, fold & rehang clothes, keep orderly shoe boxes in front & back of house,
- Cleanliness (shared duties): clean shop as necessary including but not limited to taking out trash, sweeping/mopping floors, clean bathroom, clean break room, etc.
- Other duties as assigned

Who we're looking for:

- Prior outdoor retail experience preferred.
- Willing to work with our entire line of equipment
- Can connect well with guests and ensure a high level of service/fitting/fun
- Fast paced, versatile, nimble and teamwork focused
- Must have at least Friday AND full weekend availability

Skills and Abilities:

- Coaching feedback: ability to receive and apply feedback
- Communication: Active listening, diplomacy, tact, verbal, written
- Customer service: provide excellent customer experiences & provide solutions to their needs
- Emotional intelligence: self-awareness, self-management, social awareness/empathy, relationship management
- Learning agility: ability to learn, adapt, unlearn, and relearn to keep up with constantly changing conditions in the workplace

Work Environment

- Retail shop
- Must be able to stand for long periods of time, up to four hours
- Must be able to lift up to 25 pounds
- Must use step stools, ladders and stairs
- Must be able to move on from challenging guest interactions, and remain mentally & emotionally sharp enough to help the next guest

Schedule:

- Part time is 15-30 hours a week
- Hours will vary based on business needs
- Must have at least Friday AND full weekend availability

Performance:

- Job assessment after 90 days and annually with potential advancement in role and rate

Perks:

- Work in the first and only La Sportiva store in North America
- Deep employee discount on all La Sportiva gear
- Flexible hours. Know your schedule 3-4 weeks in advance.
- Bi-weekly competitive pay, company performance bonus eligibility
- Quarterly gear stipend
- Special event/clinic opportunities
- Access to demo equipment
- Climbing gym discounts
- RTD EcoPass on first of the month after one month of employment

How To Apply

Please submit your cover letter, resume, and completed questionnaire [here](#). No walk-ins or phone calls, please.

La Sportiva is an equal opportunity employer. Your gender, religion, skin color, first language, and age do not factor into employment decisions here. Neither do your friends in high places. If you love our mission and products and are great at what you do, come as you are.

About La Sportiva

Our mission is to bring you the best technical products to explore the outdoors. For 93 years we have been producing innovative products and we are looking forward to the next 90 years. Produced and designed in a small mountain town at the foot of the Dolomites, La Sportiva supports 140 families in a unique and enviable environment. Every day the mountains surround the people who handcraft our products. Being mountain based and family run allows us to draw on eight decades of experience handed down through the generations. With this heritage we can focus on the future and meld new technologies, ideas and innovation with our rich knowledge of manufacturing to give you the most amazing products on the market. Products that let you go where you dream to go, do what you dream to do and live how you want to live.

Our goal is to find the ideal balance between life and work while maintaining a thriving business that allows our associates to enjoy life and be proud. We want people to love working at La Sportiva and always be excited to make it a better place to work and feel effective and rewarded. We want to be the company that customers and retailers love to work with and strive to support whenever they can.