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## CONSULTATIVE RETAIL SALES

### Strong Sellers with Management Potential

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#### ARE YOU INTERESTED IN A CAREER THAT OFFERS YOU:

**Significant Earnings Potential** -- You can make up to \$35,000 and even up to \$45,000.

**Great Working Hours** -- No Sundays or nights so you can have a better quality of life.

**Benefits** -- Vacation, holidays, store discount, medical/dental/vision insurance.

**Growth Potential** -- Rapid advancement opportunities to leadership positions with a fast-growing successful company.

**Rewarding Work** -- Help people look and feel better.

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**FOOT SOLUTIONS** ([www.tampabayfootsolutions.com](http://www.tampabayfootsolutions.com)) is the nation's premier specialty footwear retailer with over 200 stores in North America. We specialize in creating customized solutions to our clients' specific needs in a unique one-on-one selling environment.

We are growing in Pinellas County, Florida, and are looking for intelligent, articulate, responsible individuals who want a career, not just a job. No footwear experience is necessary -- if you have the people skills and the initiative, we will teach you the rest! We offer paid training in sales, business management and pedorthics (the study of biomechanics, anatomy and pathology of feet and gait).

**At FOOT SOLUTIONS our motto is, "Better health through your feet."** We sell a variety of shoes, from athletic, casual and dress shoes to specialty shoes that strengthen muscles, improve posture and relieve joint and back pain. We also sell custom and over-the-counter arch supports and a wide variety of foot-related items. We serve people with problems with their feet, knees, hips or backs, as well as those seeking great looking footwear that actually feels good. Our clients notice the difference immediately when they are fitted with our custom insoles and stylish comfort shoes.

**Our selling environment is unique.** Our system of individualized consultative selling is based on satisfying a client's distinctive needs. We require sales associates with exceptional interpersonal skills who can convey complex concepts. Your highest priority will be complete client satisfaction at all times.

#### Responsibilities Include

- Provide excellent service
- Fit clients properly with shoes and insoles
- Exceed personal and store sales goals
- Work well with team members
- Implement company programs effectively

A strong sales background is preferred but not mandatory. Retail or service experience with direct customer contact is preferred.

#### Requirements

- Friendly and compassionate personality who enjoys helping people
  - Mature retail sales professional with proven sales ability. A minimum of 3 years in face to face sales experience is preferred
  - Results-oriented high-achiever
  - Energetic and outgoing self-starter with common sense
  - Excellent communication and interpersonal skills
  - Excellent listener willing to learn and carry out our programs
  - Professional appearance
  - Dependable and responsible
  - Must be available to work at any current or future store anywhere in Pinellas County
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**SEND YOUR RESUME AND A COVER LETTER EXPLAINING WHY THIS IS THE JOB FOR YOU TO [largojob@aol.com](mailto:largojob@aol.com).**

**PLEASE DO NOT APPLY AT THE STORES and PLEASE, NO PHONE CALLS**

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#### Important Notes

- You must be available to work Monday through Saturday from 10:00 a.m. to 7:30 p.m. Your work week will be five days, including Saturdays, but NO NIGHTS, NO SUNDAYS!
- Footwear experience is not necessary. WE WILL TRAIN YOU.
- Pre-employment Background Checks and References will be required.
- We are building more stores in the Tampa Bay area. Management positions will be available commensurate with your demonstrated initiative and success. Come grow with us!
- Great opportunity for a nurse, physical therapist, medical professional, teacher, retail store manager or management trainee or service professional. If you are a Certified Pedorthist or a Certified Fitter, you should consider this position strongly. Many of our most successful associates also have a background/interest in health, fitness and team sports.

#### IMPORTANT NOTE ABOUT COMPENSATION:

*The pay range of \$25,000 to \$45,000 shown is the potential total annual earnings available to you based on your success as a salesperson. Your actual pay will be composed of an Hourly Pay Rate that is based on your qualifications and certifications PLUS Commission Bonuses based on your sales and the achievement of store sales goals. Your sales results and expertise will determine how much you can make. Successful full-time sales associates who become certified in our field can earn up to a total of \$35,000 to \$40,000 annually; exceptional certified salespersons can even approach or exceed a total of \$45,000 annually. Managers can earn even more than that. In addition to the pay potential we also offer vacation, paid holidays, store discount programs and medical/dental/vision insurance.*

#### Available Location Information

LARGO (Largo Mall next to Michaels):

10500 Ulmerton Road, Suite 240, Largo, FL 33771

PALM HARBOR (Seabreeze Center next to Publix):

30541 U.S. Highway 19 North, Palm Harbor, FL 34684

ST. PETERSBURG (Crosswinds Shopping Center next to Michaels and Bed Bath & Beyond):

2014 66<sup>th</sup> Street North, St. Petersburg, FL 33710

**You must be available to work in at least two of these three Pinellas County stores.**