

# UTE MOUNTAINEER // SALES ASSOCIATE

## WHAT YOU'LL BE DOING

Greet each and every customer, get to know customers' equipment needs, provide expert recommendations, and sell products based on firsthand use and knowledge. Constantly prepare our sales floor and team for success.

## WHO WE ARE

The Ute Mountaineer is an outdoor specialty store dedicated to making every customer feel welcome. We are locally owned, managed, and staffed by people inspired by the outdoors.

## DUTIES

### Sales & Customer Experience

- Listen to and identify customers' needs and provide an exceptional shopping experience
- Sell products that fit customers' intended use, abilities, tastes, and budgets
- Sell accessories that will enhance customers' outdoor experience
- Attend all product clinics and ongoing, individual training sessions

### Store Presentation and Operations

- Maintain store appearance standards (folding, straightening, organizing, tidying, displaying)
- Learn and develop an understanding of all store policies and procedures
- Product stocking
- Cleaning and organizing the back stock and employee areas on a daily basis

### Commitment

- Our staff are expected to commit to a changing monthly schedule and an entire winter or summer season at the Ute

## WHAT WE'RE LOOKING FOR

### Required Personal Characteristics & Skills

- Enjoy working with and for a team
- Take initiative and be ready take direction
- Be excited to learn & try new things
- Have excellent communication skills
- Demonstrate close attention to detail & manage time effectively
- Have the energy to work effectively on our often busy sales floor

### Preferred Personal Characteristics & Skills

- Prior experience in retail sales (ideally in the outdoor industry)
- Interest & participation in outdoor sports & activities
- Outdoor certifications (NOLS, Outward Bound, avalanche courses, etc.)

## WHAT WE OFFER

- Competitive pay
- Shared, group sales bonus program
- "Pay to Play" product testing incentives and rewards
- Exclusive employee pricing on outdoor equipment.
- Access to rental equipment at Ute Mountaineer & Aspen/Snowmass XC Ski Centers
- Year round, full-time employment
- Profit Sharing after 2 years of full time employment
- Paid Vacation after 2 years of full time employment