

**Busy Body Home Fitness
Job Description**

JOB TITLE: Fitness Consultant
DEPARTMENT: Sales
REPORTS TO: Store Manager
FLSA STATUS: Exempt

SUMMARY

Sells fitness equipment and executes store functions by performing the following duties.

MAJOR FUNCTION

- Achieves minimum sales goals.
- Greets customer on sales floor and by following sales program determines make, type, and quality of products that will best match customer's needs.
- Informs customer on type of equipment for specific exercises and needs, explaining product features and benefits.
- Attempts to close the sales process.
- Maintains records and conducts follow-up with potential customers.
- Coordinates with delivery manager delivery and set-up of equipment.
- Prepares sales slip or sales contract.
- Receives payment or obtains credit authorization.
- Maintains records and conducts follow-up with customer to ensure satisfaction and to encourage repeat business.
- Seeks out new business opportunities through networking.
- Receives, assembles, and places new merchandise on display.
- Takes inventory of stock.
- Maintains a neat, clean and organized work environment.
- Requisitions merchandise from stockroom.
- Performs store opening and closing operational procedures.

FUNCTIONAL RESPONSIBILITIES

1. Sales
2. Customer Service
3. Maximize Gross Profit
4. Operations
5. Product Knowledge

PHYSICAL DEMANDS

The physical demands described here are representative of those that must be met by an employee to successfully perform the essential functions of the job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

While performing the duties of this job, the employee is regularly required to stand and talk or hear. The employee frequently is required to walk; use hands and fingers to stroke a keyboard; reach with hands and arms, and talk or hear. The employee is occasionally required to sit; climb or balance, stoop, kneel, crouch, or crawl. The employee must frequently lift and/or move up to 50 pounds and occasionally lift and/or move up to 100 pounds.

WORK ENVIRONMENT

The work environment characteristics described here are representative of those an employee encounters while performing the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

The noise level in the work environment is usually moderate.

Management retains the discretion to change this job description at any time.

All applicants must be able to perform the essential functions of the job with or without reasonable accommodation.