



**Job Title:** Sales Assistant

**Salary Range:** £7.85 per hour

**Reports to:** Shop Manager

**Location:**

### **Who are we?**

Shaw Trust is a progressive charity on an exciting journey to help five times more people over the next five years. For over 30 years we have supported disabled and disadvantaged people to make positive changes to their lives through training and employment, and our ambitious plans need the right people to help us transform many more lives, in many more ways.

What we do is exciting, fulfilling and diverse and it's about to get even better. As well as employment services, we work with kids in schools, help offenders in prisons, and empower people to take part in activities that many of us would take for granted.

Working with us gives you far more benefits than a standard package; it gives you the chance to help turn someone's life around.

### **What we need?**

To assist in the running of the shop, in line with current company policy, in order to maximise sales and profit and to help increase the profile of Shaw Trust. To deputise for the Shop Manager and or the Assistant Manager in his/her absence.

### **Are you right for the job?**

- Do you have experience of helping turn around the lives of people through training and/or employment?
- Do you thrive in an environment that encourages you to find new ways to help people?
- Do you have a strong track record of achieving targets?
- Do you motivate people, work well in a team and stay focused under pressure?

## Person Specification

**Job Title: Sales Assistant**

(E = Essential D = Desirable)

<b>SKILLS AND CORE COMPETENCIES</b>
<b>Technical competency (qualifications and training)</b>
<b>Experience</b> <ul style="list-style-type: none"><li>• Previous retail experience. <b>(E)</b></li><li>• Retail management. <b>(D)</b></li><li>• Experience in training. <b>(D)</b></li></ul>
<b>Skills and Attributes</b> <ul style="list-style-type: none"><li>• Excellent customer service skills<b>(E)</b></li><li>• Awareness of financial/cost controls. <b>(D)</b></li><li>• Ability to recruit volunteers. <b>(D)</b></li></ul>
<b>Personal qualities, communicating and relating to others</b> <ul style="list-style-type: none"><li>• Smart appearance. <b>(E)</b></li><li>• Good communication and numerical skills. <b>(E)</b></li><li>• Good organisational and time management skills. <b>(E)</b></li><li>• A flexible approach and ability to cope with varying demands of the role. <b>(E)</b></li><li>• Commitment to achieving sales targets. <b>(E)</b></li></ul>
<b>Safeguarding</b> <ul style="list-style-type: none"><li>• Be able to display an awareness, understanding and commitment to the protection and safeguarding of young people and vulnerable adults. <b>(E)</b></li><li>• This post requires a Criminal Records Bureau disclosure at Enhanced Level. <b>(E)</b></li></ul>
<b>Other</b> <ul style="list-style-type: none"><li>• Have an understanding of and be able to demonstrate a commitment to Equal Opportunities and Diversity. <b>(E)</b></li><li>• Willingness to travel. <b>(D)</b></li><li>• Good knowledge of local community activities and events. <b>(D)</b></li></ul>

## **Main Duties and Responsibilities**

### **Duties**

1. To assist in the day to day running of the shop, to enable the shop to operate effectively and achieve its maximum trading potential.
2. To work additional hours, where necessary, to cover for holidays and sickness.
3. Sort, steam and price incoming stock and rag stock that is un-saleable.
4. To maintain a high standard of presentation in the shop, ensuring that stock is rotated regularly and levels are maintained in line with current company policy.
5. To assist the Shop Manager in the recruitment, training, and management of volunteers.
6. To keep the Shop Manager informed of any operational matters or Head Office communications that occur in his/her absence.
7. To carry out housekeeping duties in order to keep the shop clean and presentable.
8. To promote high standards of customer care ensuring that customers are treated with courtesy and attention at all times.
9. To assist with the monitoring of sales performance and to work with the Shop Manager to achieve agreed sales budget figures.
10. To work with the Shop Manager to maintain all costs at the lowest possible levels.
11. To control and maintain the security of stock and cash at all times.
12. To assist with stock takes and ensure correct paperwork is submitted to Head Office.
13. To adhere to health and safety regulations and notify the Shop Manager of any potential risk to health and safety.
14. To help ensure all national promotions are implemented promptly and accurately.
15. To take full advantage of any local activities that offer either additional sales opportunities or promote the work of the Trust.
16. To attend Regional meetings and other meetings as required.

17. To adhere to Shaw Trust policies and procedures and quality standards.
18. To promote the Trust 's aims and objectives.

### **Other**

1. To undertake any further training as identified in the Shaw Trust review procedures.
2. Ensure that safe working practices are followed in respect of COSHH and other Risk Assessment control measures.
3. Employees must comply with the provisions of 'The Health and Safety at Work Act 1974' and must take reasonable care for the health and safety of themselves and of other persons who may be affected by their acts of omissions whilst at work. Employees are also required to co-operate with their employer to enable them to perform or comply with any statutory provisions. The Trust's efforts to promote a safe and healthy working environment can only succeed with the full co-operation of its employees.
4. To understand, comply with and promote Shaw Trust's safeguarding policy and procedures. It is the responsibility of all employees to make the working environment safe and secure for all. Everyone must adhere to the 5 Rs in relation to possible abuse: Recognition, Response, Reporting, Recording and Referral. The Trust can only ensure its dedication to the protection of vulnerable people with the full cooperation of its employees.
5. The Trust has an Equality and Diversity Policy and it is the responsibility of all staff to comply with this. The key responsibilities for staff under this Policy are set out in the Trust Code of Conduct.
6. To maintain the confidentiality about clients, staff and other Trust business. The work is of a confidential nature and information gained must not be communicated to other persons except in the recognised course of duty. The post holder must meet the requirements of the Data Protection Act at all times.
7. To maintain awareness of risk and to take personal responsibility for ensuring that the Trust is not unnecessarily exposed to risk. To report any issues or concerns relating to risk and the effectiveness of the Trust's risk management arrangements.
8. Be aware of, promote and implement Shaw Trust's Risk, Quality and Information Security Management Systems.
9. To report to line manager, or other appropriate person, in the event of awareness of bad practice.
10. Recycle and manage energy within your environment.