



Hawaii Division – Beauty Advisor

DFS Hawaii is currently hiring for Full-Time and Part-Time Beauty Advisors for our T Galleria in beautiful Waikiki Hawaii location and Honolulu International Airport!

DFS is the world traveler's preferred destinations for luxury shopping. We offer our customers a carefully curated selection of exceptional products from over 700 of the world's leading brands across four categories: Fashion and Accessories, Beauty and Fragrances, Watches and Jewelry, Food and Gifts, and Wine and Spirits. From Hawaii to Hongkong, DFS stores are located in some of the world's most iconic destinations -- each selected for its unique appeal.

BENEFITS:

- Competitive Pay
- Generous Store Discount
- Knowledge & Skills Trainings
- Medical, dental & additional coverage
- 401K with Company Matching
- Career Development Opportunities
- Performance-based bonus & incentives
- And much more!

PURPOSE AND OBJECTIVE:

Build Client loyalty and relationships by creating a memorable, luxury service environment for our Clients throughout their entire experience. Nurture the development of relationship building efforts with the client, integrating promotions, products, services, and events to maximize sales. Advisors are empowered to create unique, memorable, and personal experiences for our clients by providing luxury service.

ESSENTIAL JOB DUTIES AND RESPONSIBILITIES:

- Provide luxury client service to include approaching/engaging, explaining the features and benefits of our merchandise in addition to DFS service differentiators.
- Provide accurate product and shop promotion information.
- Sell to customer's needs and cross-sell other products and brands to exceed customer's expectations.
- Demonstrate product on clients skin/face including color and skincare applications.
- Attend formal vendor and DFS training as needed.
- Close sale by thanking clients and building relationships to continue to seek opportunities to grow sales in present and future.
- Return cash floats and all necessary documents to close registers and secure sales receipts.
- General housekeeping of assigned area, includes dusting, straightening and restocking of merchandise, while maintaining full client awareness at all times. Immediately ceases housekeeping duties to provide full attention to clients upon entry to the area.

OTHER JOB FUNCTIONS OR ACCOUNTABILITIES:

- Assist in merchandise inventories as applicable
- Assist in proper handling of merchandise including maintenance of visual merchandising and brand guidelines
- Assist in maintaining testers including proper hygienic care of testers.
- Participate in event strategies as applicable by brand.



- Generate or create activity to recruit customers to the counter in an animated way based on traffic patterns.
- Assist in developing clientele base through PSC and other relationship building activities
- Assist Team Leaders and Managers as needed to ensure consistent execution of DFS objectives

KNOWLEDGE, SKILLS AND ABILITIES REQUIRED:

- Educational Requirements: High School graduate or equivalent; must have basic math skills
- Work Experience: Previous retail, customer service, hospitality services, or Luxury brand boutique experience preferred.
- Equipment/Tools: POS Terminal.
- Licenses Required: TB Clearance
- Critical Skills: Multilingual speaking ability in Japanese, Mandarin, or Korean preferred

OTHER QUALIFICATIONS:

- Ability to lift up to 30 lbs.
- Flexible to work hours as required by the business.

Please email your resume to jobs@dfs.com. To view the current list of career opportunities for all DFS Hawaii locations and for immediate consideration, you may apply directly at www.apply.atdfs.com