



## Hawaii Division – Beauty Advisor

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

Part of LVMH Group (Moët Hennessy Louis Vuitton), DFS ([www.dfs.com](http://www.dfs.com)) is the world's leading luxury retailer catering to the traveling public, with stores spanning the globe from Honolulu, Los Angeles, New York to Asia, India and Italy. 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.

### **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 & Objective of Role:**

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.

### **Primary Job Responsibilities and Duties:**

- 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.

There are 3 ways to apply:

1. Email your resume to [jobs@dfs.com](mailto:jobs@dfs.com)
2. Click the link below to submit application,  
<https://app.smartsheet.com/b/form?EQBCT=39ee4af43366426cb33fab3d5310b6d>
3. Use QR code below for easy access.

