



Fashion Advisor

About the company

Zivame is a Women's fashion brand company which started in 2011 as online lingerie retailer featuring hundreds of styles for the Indian woman. We believe that we are in a very exciting junction of our journey.

We have scaled up from being a start-up and now are looking at building a sustainable, fast growing and a profitable company by establishing its own lingerie and Activewear brand in the industry. We have seen an exciting growth phase this financial year with revenue growth of 80% over FY 17 with reduced spends leading to high double-digit EBITDA improvement. We entered into retail EBO channel about a year back and have already become largest Lingerie Retail EBO network in India with about 30 retail stores. The success of this expansion is seen with stores achieving break even in less than 6 months and retail channel 3x growth.

We are looking to significantly ramp up on retail expansion. We have also entered into other categories like Activewear, Sleepwear and Shapewear which is witnessing 2X growth of Lingerie category. Our mission is to be a Women's fashion brand which will help Women dress better by growing a category whose offline representation is underserved because of range and size availability issues, lack of consultation and social discomfort.

We have roped in international design team to deliver fresh styles every month for the new age Indian women. Culturally, we pride ourselves in being an open, transparent company which retains its startup DNA. We encourage teams and individuals to take full ownership and drive initiatives in a fully empowered environment. We encourage experimentation and risk taking and a constant drive to build something new which can help us deliver better outcomes to our customers. Our thesis is that every Individual should within Zivame find all means to make and drive impact.

Are You Wired to Fit?

- Greet customers and provide assistance.
- Assisting shoppers to find the goods and products they are looking for inspiring the customer to buy, celebrating the purchase, and creating a lasting positive impression.
- Giving advice and guidance on product selection to customers.
- Maintaining selling floor presentations and restocking them as needed.
- Responsible for achieving personal sales goals and Star Reward goals.
- Develop product knowledge and attending training classes in order to communicate it to the customer.
- Be aware of current promotional events and sales.
- Adhere to Loss Prevention and inventory control and compliance procedures.
- Understand and support store operations, policies and procedures.
- Be involved in stock control and management.



What'll Push-Up Your Chances?

- Only female candidates.
- Any Graduate.
- 1-6 Years of experience, minimum 1 year experience in floor sales
- Excellent communication skills.