

Assistant Beauty/Wellness Consultant

Aliases: Product Sales Assistant

Industry/Sector(s): Beauty and Wellness

JOB DESCRIPTION ¹

The tasks an Assistant Beauty/Wellness Consultant is expected to perform include:

- Supporting sales and marketing by displaying cosmetic and hair care products
- Selling, tracking and reporting sales information to the Sales Executive or Manager
- Arranging products for sales
- Assisting the client to make product purchase for hair, beauty and spa needs

WORK ENVIRONMENT ^{6, 4, 2}

- It is not a desk job
- Need not handle a team
- Local travelling is a part of this job profile
- Part-time work and contractual jobs are not available
- Work from home option is not available

Working hours

- Working hours are 8/9 hours a day for 6 days a week. This may vary from salon to salon
- Shift system is not available
- Overtime may be required

Is the job suitable for a candidate with special needs?

This may vary from organization to organization

EDUCATIONAL QUALIFICATIONS AND TRAINING ¹

- Preferably, 8th with the ability to read, write and communicate effectively on the job
- Certified training for Assistant Beauty/Wellness Consultant (programme aligned to BWS/Q4001 released by Beauty & Wellness Sector Skill Council)

KEY COMPETENCIES ¹

- Knowledge of process of cleaning and storing materials
- Basic knowledge of methods of using labelling materials efficiently and effectively
- Knowledge of attributes of combining light, colour, texture, shape and dimension to achieve the desired visual effect
- Knowledge of different displaying strategies and their importance
- Knowledge of the latest promotional schemes on various products and informing clients about the same
- Knowledge of different brands having similar products
- Knowledge of different types of hair/skins and the products available
- Basic knowledge of procedure for making reports and maintaining database
- Ability to manage and handle cash
- Skilled in basic inventory management
- Knowledge of client requirements and basic mapping of the requirements with the products

DESIRABLE COMPETENCIES ¹

- Training in skin and hair, cosmetic products and impacts on skin and hair
- Training in retail selling techniques
- Physically fit
- Good interpersonal skills
- Good listening skills
- Customer-oriented

AVAILABLE SKILL TRAINING AND LEARNING INSTITUTES

Government and private schools across India

AVAILABLE SKILL TRAINING SCHEMES/SCHOLARSHIPS

For scholarship and schemes, use further links like:

- <https://scholarships.gov.in/>
- <http://pmkvyofficial.org/ExploreSectorSkillCouncilDetail.aspx?SSC=MTc%3d>

SAMPLE OF TRAINING AND LEARNING COURSES

http://www.dtetorissa.gov.in/pdf/beauty_culture_semester.pdf

CAREER PROGRESSION PATH ⁵

Area Sales Manager



Beauty/Wellness Consultant



Assistant Beauty/Wellness Consultant

The progression is indicative

EXPECTED EARNINGS ³

•For new entrants - Rs 15,000 to Rs 25,000 per month

These figures are indicative and subject to change

REQUIRED WORK EXPERIENCE ¹

Generally, 0-12 months of experience required

PROBABLE EMPLOYERS ³

- Salons and spas
- Beauty products manufacturing units

KEYWORDS

- Assistant Beauty/Wellness Consultant
- Product Sales Assistant
- Beauty Advisor

OCCUPATIONAL CODES AND STANDARDS

Standard	Code	Description
NCO 2015	5223.0106	Assistant Beauty/Wellness Consultant
ISCO 2008	5223	Shop Sales Assistants
NIC 2008	47722	Retail sale of perfumery and cosmetic articles
QP Reference	BWS/Q4001	Assistant Beauty/Wellness Consultant
NSQF	Level 3	Not available

REFERENCES

1	http://www.nsdcindia.org/sites/default/files/files/Assistant-Beauty-Wellness-Consultant.pdf
2	http://www.ccdisabilities.nic.in/page.php?s=reg&t=def&p=list_jobsNew
3	http://www.payscale.com/research/IN/Job=Sales_Consultant/Salary
4	http://www.naukri.com/job-listings-Skin-Trainer-Faculty-Consultant-Beauty-Trainer-Green-Solutions-Mumbai-1-to-5-years-240516002806?src=seo_srp&sid=14654578441543&xp=3&qp=beauty%20advisor&srcPage=s
5	http://www.dget.nic.in/upload/uploadfiles/files/publication/Des-Div-5.pdf
6	http://www.naukri.com/job-listings-Assistant-Center-Head-Delhi-RICHFEEL-HEALTH-BEAUTY-PVT-LTD--Gurgaon-Noida-1-to-6-years-120616000905?src=jobsearchDesk&sid=14665854112822&xp=3&qp=beauty,%20shift,%20timing&srcPage=s