



Job title: Harvey Nichols Skincare Specialist  
Location: Harvey Nichols - Dublin  
Salary: €23,500 - €24,700 pa DOE plus fantastic bonus structure  
Applications to be submitted to [claudiapop@iiaa.eu](mailto:claudiapop@iiaa.eu)

### **Who we are**

We innovate. We challenge. We transform skin health. The International Institute for Anti-Ageing (iiaa) is a fast-growing, vibrant company, working at the cutting edge of the global professional beauty industry.

We partner with a vast network of leading beauty and skincare professionals across the UK and Ireland, acting as distributors, educators and skin health experts: empowering skin professionals to achieve results for their clients and businesses.

Powered by two innovative brands, Advanced Nutrition Programme™ beauty supplements and pioneering Environ® Skin Care, we deliver dramatic results for skincare professionals and individuals. We work with a sustainable mindset, striving to protect our planet in everything we do. Our team is made up of experienced and highly skilled staff, who are fiercely passionate in the pursuit of excellence. The success of the iiaa is grounded in the quality of our products and the dedication of our team.

This is an incredibly exciting time to join the iiaa, as we expand and challenge in the professional beauty sector. In 2021, we were named in the Sunday Times International HSBC International Track 200 league table as one of Britain's leading private companies with the fastest-growing international sales.

Join the iiaa to become part of a dynamic, collaborative and pioneering company, working with products that make a real difference to people's lives.

### **About this role**

We are seeking an enthusiastic and driven Skincare Specialist to join our wonderful team of dedicated professionals in Dublin, Harvey Nichols! The successful candidate will demonstrate superb customer service skills and have previous experience working in a comparable high end, luxury environment. You will thrive in a target driven role, enjoy building rapport and relationships with clients and creating bespoke skincare plans on an individual basis.

### **Key Responsibilities**

- Conducting in-depth skin consultations using the latest skin imaging technology
- Performing mini electrical taster facials
- Recommending bespoke skincare packages for clients post consultation
- Helping to assist in any client queries
- Create and implement on-counter activity and events to drive incremental retail sales and achieve daily retail targets and KPIs
- Deliver exceptional game-changing customer service
- Assist the Management Team with visual merchandising and adhere to counter and store guidelines
- Ensure counter is at full occupancy by raising awareness and introducing new clients to the brands

**Desired Skills and Experience**

- Proven experience in skincare and beauty sales, ideally in a premium retail environment
- A passion for beauty and results driven skincare
- Positive can-do attitude; we believe in having a positive and optimistic attitude about everything we do because it inspires others to have the same
- Proactive approach to sales
- Love the challenge of meeting and exceeding targets
- Confident, approachable and self-motivated
- Excellent verbal and written communication skills
- A keen eye for detail
- Ability to stay calm under pressure
- Ability to work collaboratively with the counter team and key stakeholders

**Our Perks**

The iiaa offers a vibrant working environment, underpinned by an enthusiastic, collaborative and communicative team. The working atmosphere is informal, but we work hard.

As part of our innovative business, you will work alongside passionate colleagues in a dynamic, international and ambitious environment that embraces and celebrates individual differences in skills, culture and backgrounds.

You will have the opportunity to succeed in a rewarding and challenging role, in a business built on a culture of collaboration and community with a strong environmental ethos at its heart.

Our colleagues are proud to be part of the iiaa, and a passion and dedication to the company and its mission is the foundation of all we do.

**Additional benefits:**

- Discount on our fabulous products, plus an allowance to spend each month.
- 25 days Annual Leave, rising the longer you stay with us. Plus Public Bank Holidays,
- 3 days at Christmas to spend with your loved ones, the company closes over the festive period.
- Workplace Pension Scheme.
- Free Eye Tests at Vision Express.
- Recommend a Friend Scheme – We reward you for bringing great people into our business.
- Private Health Care after 2 years' service.
- Yearly rewards, charity raffles and more activities that create a fun and enriching working environment.

If this sounds like the perfect role for you, please apply today!

IIAA Ltd is an equal opportunity employer. We are committed to a work environment that supports, inspires, and respects all individuals and in which personnel processes are merit-based and applied without discrimination on the basis of age, disability, gender reassignment, marriage and civil partnership, pregnancy and maternity, race, religion or belief, sex and sexual orientation. We welcome applications from everyone and we value diversity in our people. We are passionate about having an

inclusive culture, developing a workplace environment where all our team members are treated with dignity and integrity. This is central to our recruitment process, therefore we actively encourage applications from candidates with diverse backgrounds.