

## Beauty Consultant

Beauty consultants demonstrate and sell a range of beauty products such as make-up, fragrances, skincare lotions, moisturisers and haircare products. They help their customers choose the most suitable beauty products for their skin type and tone.

### The Work

You could be:

- discussing with the customer which products will be most suitable for their skin type and tone and their face shape
- recommending products to suit your customer's age and lifestyle
- doing a presentation of products to a small group of customers
- giving customers a facial or applying make-up
- increasing sales and meeting sales targets
- keeping up to date with new products and arranging counter displays to promote them
- ordering products from the manufacturer when stock runs low
- keeping records of sales and regular customers
- wrapping purchases and taking cash or credit and debit card payments.

### Pay

The figures below are only a guide. Actual salaries may vary, depending on:

- where you work
- the size of the company or organisation you work for
- the demand for the job.

Beauty consultants can earn between £8.00 to £12.00 an hour. You may also be paid commission on sales and performance related bonuses.

Department supervisors or managers can earn between £18,000 and £27,000 a year.

### Conditions

- You may work in a department store, sometimes working as part of a sales team.
- You would spend most of the day dealing with customers face-to-face.
- You usually have to wear a uniform.
- You may work shifts, including weekends and evenings.
- You could get part time and temporary work.
- You may get a staff discount on what you buy.
- You may get an allowance for make-up.
- If you are self-employed you may host a demonstration in a customer's home.

## Getting In

- A good general education is useful.
- Experience in retail or customer service is helpful.
- Some employers may prefer entrants to have some training in beauty therapy.
- Most beauty consultants work directly for the companies whose products they sell.
- Some department stores recruit staff to promote different brands.
- You could start with temporary work at a busy period such as Christmas and move into a permanent job later.
- There are also job opportunities in hotels, in residential health establishments, at airports and on cruise ships.

## What Does It Take

You need to have:

- an interest in beauty and cosmetics
- excellent communication skills
- a friendly and helpful approach to customers
- a good understanding of the range of products you are selling
- a good eye for visual effects
- good selling skills
- a smart appearance.

You need to be:

- skilled at applying cosmetics
- self-confident and outgoing
- tactful and patient
- able to explain and demonstrate the features of different products
- highly motivated, to meet sales targets.

## Training

- You would combine on the job training with attending training courses.
- You may attend short courses at a company training centre. You would learn basic skills and gain knowledge of the products you would be selling.
- You would also attend further company training courses to learn about new products when they are brought out.
- You may be able to work towards SVQs at SCQF Levels 5 and 6 in relevant subjects such as Beauty Therapy.
- The Vocational Training Charitable Trust (VTCT) offers a Level 2 Certificate in Cosmetic Make-Up and Beauty Consultancy (QCF). This is available at Edinburgh College.

## Getting On

- Some consultants work on a freelance basis selling or demonstrating products at customers' homes.
- Larger cosmetic companies have a few supervisory or management posts.

## Contacts

### **Habia (Hairdressing and Beauty Industry Authority)**

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Website: [www.habia.org](http://www.habia.org)

Twitter: @Habia\_SSB

Facebook: [www.facebook.com/HabiaUK](http://www.facebook.com/HabiaUK)

### **Scottish Therapy Academy**

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Website: [www.scottishtherapyacademy.co.uk](http://www.scottishtherapyacademy.co.uk)

Twitter: @ScottishTherapy

Facebook: [www.facebook.com/pg/TheScottishTherapyAcademy/about](http://www.facebook.com/pg/TheScottishTherapyAcademy/about)

### **Vocational Training Charitable Trust (VTCT)**

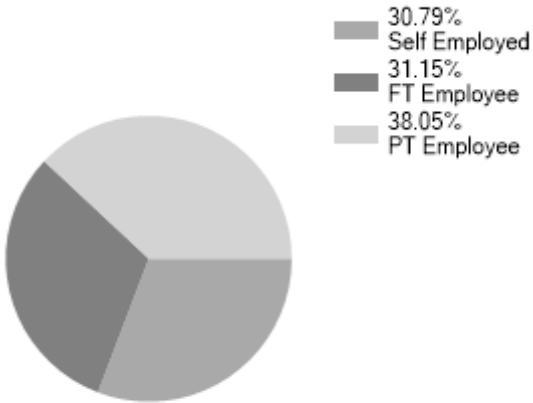
Website: [www.vtct.org.uk](http://www.vtct.org.uk)

Twitter: @VTCT\_uk

Facebook: [www.facebook.com/VTCTuk](http://www.facebook.com/VTCTuk)

Statistics

Employment Status UK %



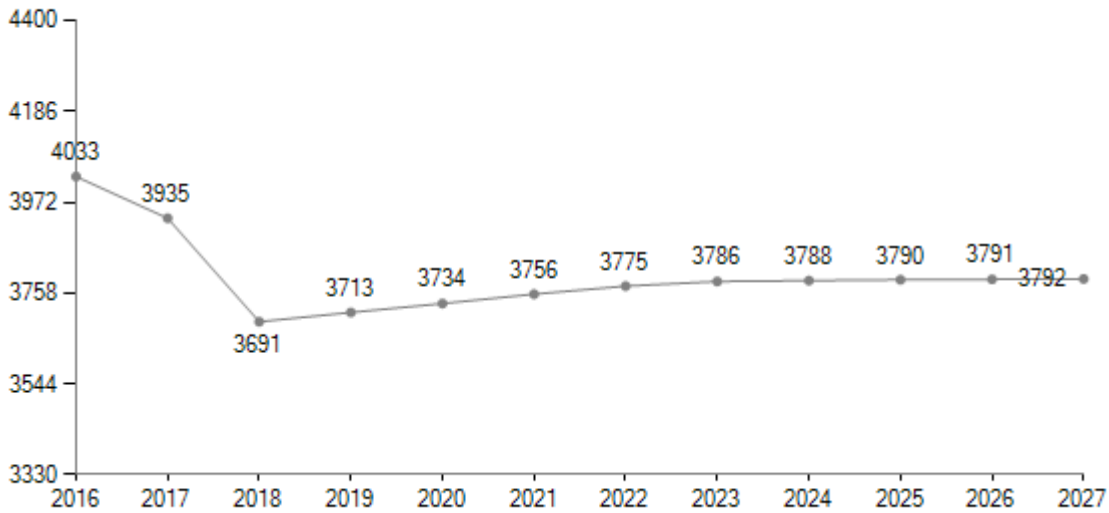
Past Unemployment - Scotland

Date	Unemployed
Dec 2018	0.22%
Mar 2019	0.11%

LMI data powered by [EMSI UK](#)

LMI data powered by [LMI for All](#)

Predicted Employment in Scotland



LMI data powered by [EMSI UK](#)