

Since 1969, Laithwaite's Wine has sought to bring wines of authenticity and character to the world. More than 40 years later, this is still at the heart of everything we do.

Do you love wine? Would you love to sell it!?
Why not join our vibrant Wine Sales Team!

JOB TITLE: PERSONAL WINE SALES ADVISOR

START DATE: 4th January 2016

Year 1- Basic Start salary £20,465 OTE: £25k (plus benefits)

We offer guaranteed progression within the role and an attractive uncapped bonus structure

Year 2 OTE: 26.6k- Year 3 OTE: 28.5k

NB: OTE is the minimum we would expect a team member to earn

LOCATION: Our sparkling new office is based in Theale (Just outside Reading, 40 minutes from London by train).

Your Responsibilities:

- Selling a wide range of exclusive and specially selected wines to existing customers.
- Successfully achieving sales and productivity targets.
- Providing unbeatable customer service and wine advice.
- To study and learn as much as you can about our products.

Is it for you?

- Do you feel comfortable working in a target driven environment? You will have a revenue target that you are expected to achieve every day – but don't panic! We offer lots of coaching and support and you will be given 2 weeks of training when you start!
- Are you a confident, results driven individual who is hard working with a strong work ethic, and self motivated?
- Do you have bags of personality who can deliver outstanding customer service?
- We would love to find someone who is willing to learn and immerse themselves in wine (not literally!). You certainly don't need to be a connoisseur but an interest in the world of wine is a major benefit as it is more fun to sell a product you love. With genuine passion & enthusiasm, the customers will be more likely to connect with you and feel comfortable making a purchase with you.
- Are you confident? Can you naturally talk with people from all walks of life? Do you enjoy talking to people you have never spoken to before? This is important, because once you sell to customers your role will start to evolve into an account management style as you contact these customers again, building trust and repeat purchases. After around 6 months you will have lots of lovely customers who know you very well and will call on you for all their wine needs!
- We need an individual who can maintain high productivity levels whilst always remaining positive and resilient!
- You must have a flexible approach. A willingness to work occasional evenings (no later than 8pm) and Saturday morning would be an advantage.

We offer:

- Flexible working hours within a 35 hour week
- Producer tastings, events and wine festivals.
- Incentives and competitions. Recent winners have visited the wine regions of Rioja and Champagne.
- A competitive bonus package plus a very generous staff discount.
- WSET qualifications (Intermediate and Advanced), with potential for WSET Diploma sponsorship.
- A flexible benefits scheme, including bike to work, gym membership, pension etc.

If you like the sound of this then it is definitely worth continuing with your application! We would love to speak to you.

Online at www.laithwaites.co.uk. Please navigate to our careers page.

E-mail your covering letter and CV to Donna DeFazio at winesalesapplications@laithwaiteswine.com.