

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.

***Are you an experienced and talented Sales Person?  
Why not join our vibrant Wine Sales Team!***

**JOB TITLE: PERSONAL WINE SALES ADVISOR**  
**START DATE: Monday 16<sup>th</sup> March**  
**INTERVIEWS COMMENCE: 19<sup>th</sup> January onwards**

**Year 1- Basic Start salary £20,064 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**

**LOCATION: THEALE (Just outside Reading, 40 minutes from London by train)**

**Responsibilities:**

- Selling a wide range of exclusive and specially selected wines to existing customers.
- Providing unbeatable customer service and wine advice.
- Being part of a highly professional office-based team working in a fast-paced sales environment.
- Successfully achieving sales and productivity targets.

**We are looking for:**

- Someone who will (over) achieve monthly sales targets and productivity Key Performance Indicators in line with company policy and procedure.
- A results driven individual, self motivated, with a passion for wine.
- A candidate with the ability to exceed sales targets whilst delivering fantastic customer service.
- Proven objection handling and negotiation skills
- Professional and clear communication skills with the ability to build rapport with a customer quickly
- Positivity, resilience, enthusiasm. A competitive individual with strong people skills.
- A flexible approach. Someone able to work evenings and the occasional Saturday.
- A sales person with a passion for wine.

**We offer:**

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