

## Sales Advisor

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.

**Want to sell a fantastic product to wonderful customers?**

**Come and join us on our Recruitment Day!**

The Recruitment day will take place on the **Thursday 14<sup>th</sup> May**. The start date is **Monday 22<sup>nd</sup> June**.

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

- Year 1 OTE: £25K
- Year 2 OTE: £26.5K
- Year 3 OTE: £28.5K

**Key Responsibilities:**

- Selling a wide range of exclusive and specifically 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
- Results driven individuals, 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 sales person with a passion for wine

**We offer:**

- Producer tasting, events and wine festivals
- Incentives and competitions – recent winners have visited the wine regions of Rioja and Champagne
- A competitive salary and bonus package with core benefits including life assurance and Private Health Insurance. In addition we offer a range of flexible benefits, including bike to work scheme, gym membership and childcare vouchers.
- A generous staff discount
- WSET qualifications (Intermediate and Advanced), with the potential for WSET Diploma sponsorship.
- Flexible working hours within a 35 hour week

To apply please email your CV to [winesalesapplications@laithwaiteswine.com](mailto:winesalesapplications@laithwaiteswine.com)