



Telesales

**Want to sell a fantastic product?
Come and join us on our Recruitment Day!!!**

- **RECRUITMENT DAY WILL TAKE PLACE ON FRIDAY 20th MAY**
- **START DATE: MONDAY 27th JUNE**

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

- Year 1 OTE: £26k
- Year 2 OTE: £27.6k
- Year 3 OTE: £29.5k

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.
- Results driven individuals, self-motivated, with an interest in 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 expect you to bring a lot to Laithwaite's but in return we offer:

- Producer tastings, events and wine festivals.
- Incentives and competitions. Recent winners have visited the wine regions of Rioja and Champagne.
- A 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, child care vouchers etc.

If this job sounds like something you would love to do then please get in touch and come and join us! Send your CV to winesalesapplications@laithwaiteswine.com