



## **Wine Sales Executive**

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

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

- **RECRUITMENT DAY WILL TAKE PLACE ON MONDAY 7<sup>TH</sup> SEPTEMBER**
- **JOB START DATE: MONDAY 12<sup>TH</sup> OCTOBER**

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

- Year 1 OTE: £25k
- Year 2 OTE: £26.6k
- Year 3 OTE: £28.5k

**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 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 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 you want to join the best professional sales outfit in the wine trade, we'd love to hear from you!**