



Telesales

Theale & Gloucester

Laithwaites Wine are currently looking to recruit Wine Advisers to join our growing telesales team on a permanent full time basis.

The start date for this role is the 30th May 2017.

As a Laithwaite's Wine Sales Adviser, we have the wonderful job of calling our existing customers and letting them know about our delicious, exclusive cases of wine! We are given full training (in wine and sales) and we each have a revenue target to achieve, they are certainly challenging but definitely achievable!

Our Wine Sales department is ever growing, smashing targets year on year. It's a good place to be!

If you are ready for a challenge, a natural sales person with the competitive edge and interested in selling a fun product then this role could be for you, read on.

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.

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

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

Closing date for applications: 21st April 2017