



# AVERYS

— OF BRISTOL · EST 1793 —

## Outbound Wine Sales Adviser

An exciting opportunity has arisen to become part of Averys hugely successful Wine Adviser team based in Bristol.

### The Role:

The Outbound Wine Sales Adviser team is a real cornerstone of Averys personalised approach and service. The team consists of a motivated group of empowered, independent, wine-knowledgeable Advisers who deliver the ultimate in personalised customer service and significant incremental sales.

We are looking for a highly self-motivated, dedicated, target-focused individual, with a real passion and knowledge for wine to join the team.

This is a proactive sales role where you will work on different campaigns working towards specific targets and generate repeat business and loyalty to Averys through exceptional service and wine recommendations.

You will offer an unparalleled level of service so that when our customers think of wine, both you as an individual and Averys as a merchant should always be front of mind.

Successful candidates will be expected to demonstrate the below characteristics day to day in the role;

### Skills Required:

- You must have good knowledge and a strong interest in wine (WSET Advanced desirable but not essential)
- You must be a self-starter, who motivates themselves and is well organised
- You must be able to engage with customers and build strong relationships based on trust in your recommendations
- You must be a good listener and empathetic with a quick and open mind
- You must be motivated by setting goals, achieving and exceeding them
- You must be comfortable, clear and concise on the phone
- You must have the ability to thrive under pressure and confidence to deal with issues that arise – being resilient and competitive
- AX knowledge desirable

### We offer:

- Great central Bristol location within walking distance from main bus station and Temple Meads.
- Producer tastings, events and wine festivals.
- Incentives and competitions with winners visiting Bordeaux and Champagne.
- An attractive base salary, excellent Company benefits and a competitive bonus package.
- Generous staff discount.
- Flexible working hours within a 36 hour week.
- Full training will be provided.

If you are interested in applying for this position, please submit your CV and covering letter addressed for the attention of Andy Gadd to [vacancies@directwines.com](mailto:vacancies@directwines.com).

