

## **Laithwaite's Commercial Graduate Scheme**

How's this for a first job to make your friends jealous ...

Kickstart your career at a family-owned wine business with 450,000 customers ... working with a product that's great fun and was doing 'social' 5,000 years before Facebook.

Sure, products like widgets, baked beans and detergent have their devotees, but selling something delicious that people love to consume is surely the place to be.

### **Who we are;**

Laithwaite's is the UK's No.1 home-delivery wine merchant, with over 1,500 wines to choose from including red, white, rosé, Champagne, Prosecco, spirits; you name it and the business will likely stock it. With wineries in France and Australia and operating across the UK, US, Australia and New Zealand, we are a direct to consumer wine merchant with a truly global presence.

Attracting new customers with our continually evolving product range, while remaining focused on providing excellent customer service to existing customers is at our core. We pride ourselves on keeping the customer at the heart of everything we do, just look at our Trustpilot reviews.

With us, wine is very personal, you'll learn how we keep the customer front of mind and match them to the perfect wine for them, through personal, and often longstanding relationships with the very best winemakers around the world.

### **What's the opportunity?**

The Commercial Graduate scheme will be around 24 months and will provide you the opportunity to work with our Marketing, Creative and Merchandising teams. You will be working on a wide range of projects, including customer recruitment and customer marketing campaigns (both print and digital), merchandise forecasting and planning, right through to working with the logistics and customer facing teams.

You'll develop an understanding of how each team operates and works together to provide a seamless customer experience as well as learn how we determine targets and measure our results by working with our Finance and Data teams. Our top team is committed to supporting your development from Day 1 and you'll have access to coaching and mentoring from our most experienced Directors as well as a comprehensive induction plan.

You can be sure of a real breadth of experience giving you a chance to develop outstanding skills in relationship management, negotiation, project management and strong commercial acumen. Plus, making sure we're acting in a responsible way is important to us and you'll get all the training you need to ensure we're always doing the best for our customers.

If you're looking for a unique and exciting graduate programme that will set you up for the future, then look no further.

**About you;**

A 2:1 in a Business/Marketing or related degree is preferred and a drive to succeed and make the most of the opportunity offered is essential. We're looking for future leaders of the business, so you need to be able to communicate effectively and represent the Laithwaite's brand positively.

**What about the package?**

We are offering a highly competitive salary and benefits package (including a generous pension contribution and of course discounts on our great products) as well as a commitment to invest in your future. We are proud of being a family business and as such provide a supportive working environment where you'll be challenged and stretched.

**How to apply;**

Applying is easy, just send your cv and covering letter explaining why you want the job to [recruitment@directwines.com](mailto:recruitment@directwines.com).

We're looking forward to hearing from you.