



Job Title:	Tasting Room Staff	Job Category:	Sales
Location:	Tasting Room	Travel Required:	Yes
Level/Salary Range:	Dependent on experience	Position Type:	Employee
HR Contact:	Linda Holford	Date posted:	July 3, 2019
Will Train Applicant(s):	Yes	Job Starts:	Immediately

Description

ROLE AND RESPONSIBILITIES

TASTING ROOM
<ul style="list-style-type: none"> • Tasks are primarily in the tasting room; however, the job includes one day a week for the farmers markets and also opportunities to pour at tasting events and liquor stores. The markets require that we set up and take down--a tent and unpack the cases of wine, plus marketing materials.
<ul style="list-style-type: none"> • Manage the tasting room during the day to meet the standards of the winery. Set up for sales and inventory for the Start of Day. Ensure the room has stock and supplies, etc. Handle all aspects of the tasting room and winery while people arrive.
<ul style="list-style-type: none"> • Pour wine samples to consumers. Ensure that you have Serving It Right Certificate on hand. You will be responsible for the sales of the tasting room and ensuring that the customers have such a great experience they purchase the wines. Set up a case club membership and ensure people join the newsletter. Ensure all aspects of sales and marketing are done for sales of the winery. There will be targets set so you can be aware of expectations.
<ul style="list-style-type: none"> • Handle any sales people, marketing ideas and social media, while working in the tasting room.
<ul style="list-style-type: none"> • Promote the outdoor area for food and wine sales. Come up with innovative ideas to manage this area also. Ensure the outdoor area looks good and the hanging baskets are watered and deadheaded.
<ul style="list-style-type: none"> • Record all sales at the end of the day and ensure that everything is reconciled and ready to go for the next day.

QUALIFICATIONS AND EDUCATION REQUIREMENTS

Working knowledge of sales and marketing. Serving It Right Certificate (can be done once hired) Wine Knowledge and some previous experience working in a tasting room or something related.

PREFERRED SKILLS

- Ability to work alone
- Knowledge/interest of wines
- Enthusiasm
- Experience in using mobile devices
- Computer knowledge
- Ability to lift 40 lbs min.

ADDITIONAL NOTES

Do you really want to know what it's like to run your own business? You will have the chance to be responsible for portions of the business after a learning period. As a small winery, you get to experience many aspects of the business as you wish and become a part of the team with team targets.

You will be representing the winery and its values usually alone. There is an expectation of meeting personal targets, dress code and reliability. The ability to fit in with the image presented over the last 10 years is very important. We encourage your personality to add to this image.