



AVERYS
— OF BRISTOL · EST 1793 —

Outbound Wine Sales Adviser Bristol

Package will include basic salary and a bonus upon achieving your sales target.

Permanent – Full Time (Hybrid)

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 sales and wine to join the team.

This is a proactive telephone sales role where you will work on different campaigns working towards specific targets with a view to 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.

This will be a significant step forward for those who wish to develop their careers in wine or sales.

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

Skills Required:

- You must have knowledge and interest in wine (WSET desirable but not essential)
- You must be a sales driven self-starter, who motivates themselves and is well organised.
- You must be able to engage with customers and build strong rapport and 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 resilient and competitive.
- 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.

Key information & benefits:

- Great central Bristol location within walking distance from main bus station and Temple Meads.
- 20 days holiday plus bank holidays. This will increase to 25 days after 3 years' service
- Additional day off on your birthday
- Pension scheme
- A flexible benefits scheme which includes the option to buy additional holiday, dental and health insurance and more



- Non contractual annual bonus scheme
- Life Assurance x4
- Fantastic staff discount
- Friendly and exciting working atmosphere
- Great social events
- Opportunities to gain further qualifications in the industry
- Opportunity to participate in trips to Bordeaux and company vineyards
- Excellent learning and development opportunities
- We are a certified Great Place to Work and Best Workplaces for Wellbeing 2022

Doing Things Beautifully is at our core. We are an equal opportunities employer and welcome applications from anyone regardless of race, sex, sexual orientation, religion / belief, age, or disability.

If you would like any further information or a full job description, please contact Suzie Cornick, Outbound Team Manager on 01173 008 319.

If you are interested, please apply in writing with a CV and covering letter and emailed to charlotte.wilson@directwines.com

CLOSING DATE: 31st January 2023

