



Outbound Wine Sales Adviser

Permanent – Full Time

Due to the current situation with Covid-19, there will be a requirement for successful candidates to be able to work from home on a fulltime basis. We will be looking to complete all necessary training within the office for a two-week period, followed by ongoing coaching provided remotely. Over the longer term, the role will be a flexible mix of home and office working – this aspect will be developed in line with Government or Company guidelines.

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.

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.

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.
- A competitive bonus package.
- Generous staff discount.
- Flexible working hours within a 36-hour week.
- Full training will be provided.

This will be a significant step forward for those who wish to develop their careers in wine or sales. Your package will include a basic salary and a bonus upon achieving your sales target.

If you would like any further information, please contact Suzie Cornick on 01173 008 319.

If you are interested, please apply in writing and, if internal, please notify your manager of your application. Your covering letter should be addressed to Suzie Cornick and emailed with your CV to charlotte.wilson@directwines.com

CLOSING DATE: Friday 18th June 2021

