

Job Description:

Ponzi Vineyards Tasting Room Sales Associate

Compensation: DOE

POSITION SUMMARY: The Tasting Room Sales Associate is responsible for providing the front line guest experience. As a Tasting Room Sales Associate you are responsible for providing the best possible experience to all of our Tasting Room guests by developing relationships that promote sales and brand loyalty. This position is the champion of customer service in creating the perfect balance of education and good times.

ESSENTIAL FUNCTIONS/DUTIES:

- Maintain winery image to reinforce standards of the brand
- Pouring samples of wine
- Encouraging customers to buy Ponzi wines and join our wine club
- Educating guests about the Ponzi's history and wines
- Accurate use of the registers
- Ability to follow policies and procedures
- Opening and closing procedures, which includes but is not limited to: setup and breakdown of tables, chairs, and all items related to Tasting Room operations
- Restocking of wine and merchandise from the stock room into the Tasting Room
- Maintaining the aesthetics of the winery
- Occasional VIP off-site private tastings

QUALIFICATIONS:

- Sufficient first-hand knowledge of wine and wine-related topics
- Passion for wine in your day-to-day life
- Winery experience preferred
- Retail sales experience: ability to present product, up sell & cross sell
- Computer knowledge, skills & abilities (database experience)
- Available to work weekends and holidays on occasion
- Professional appearance
- Demonstrate initiative and willingness to work events and special projects
- Work closely with DTC Manager, Wine Club Coordinator & Director of Special Events
- Conduct off-site wine pouring occasionally.
- Business to business outreach – by phone and in person.
- Must be a team player and maintain a positive disposition
- Ability to stand for extended periods of time
- Ability to lift 50lbs
- Must have Food Handler's Certificate and OLCC Server Permit.

Work week: To Be Determined by the Tasting Room Manager

- This position may require individual to work over some holidays and weekends
- Associates are expected to work on weekends as needed during the holiday season

To apply, please email your resume to info@ponzivineyards.com