

Job Title: The Blind Horse Winery Tasting Room Sales Associate

Reports to: Tasting Room Manager

Effective Date: October 23, 2023

Compensation: \$10/hour plus gratuities

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 our Tasting Room guests and wine club members by developing relationships that promote sales and brand loyalty. This position is the champion of customer service in creating the perfect balance of sales, education, and good times.

ESSENTIAL FUNCTIONS/DUTIES:

- Greet all visitors to the winery/tasting room and pour wines for tasting and enjoyment
- Describe wine club options; promote and procure tastings, pairings, glass pours, bottles sales and memberships to customers
- Create a warm and memorable experience for the guests; building brand loyalty
- Educating guests about the Blind Horse Winery history and wines
- Handle routine sales transactions using OrderPort point of sales system; account for daily sales
- Prepare and serve our homemade pizzas, charcuterie and cheese boards, etc
- Cleaning of glassware and seating areas
- Opening, mid-shift and closing procedures
- Assist with special events as needed
- Assist with display and stocking of retail items and wines
- Maintaining the aesthetics of the winery
- Provide general tourist information
- Ability to follow policies and procedures
- Perform other duties as required including assisting the restaurant, patio or Granary restaurant

QUALIFICATIONS & PHYSICAL REQUIREMENTS:

- Ability to develop, implement and reach sales goals
- Ability to provide customers with an unforgettable wine tasting experience•
- Must be highly motivated, independent and able to take direction
- Must be a team player and possess "can do" leadership attitude
- Knowledge of wine preferred but not mandatory as we will teach you
- Retail and/or Winery experience preferred
- Regular working schedule to include weekends
- Occasional long and irregular hours during peak seasons and/or special events
- Regularly required to stoop, kneel, bend, crouch and lift up to 50 pounds (case of wine)