

*“Find a job you enjoy doing, and you will never have to work a day in your life.” – Mark Twain*

*Selected as one of the best places to work in the North Bay by the North Bay Business Journal, Ledson is an established Sonoma Valley family owned winery and hotel. Ledson has a quality first mantra, not only with our wines but also our tasting room, grounds and guest’s experience. As a family owned winery, we believe our customer comes first and it is our goal to provide them exceptional hospitality.*

### **Tasting Room Sales Associate**

One full and one part time position

We are a local family owned direct to consumer winery located in Sonoma Valley producing exceptional small lot vintages that focus on quality over quantity. With a philosophy that true quality begins in the vineyard and ends with a satisfied consumer. We are looking for an individual that shares our enthusiasm for exclusive wines, and a passion for exceptional, personalized service. We consistently produce platinum, double gold, gold and 95+ award winning wines.

The main focus of this position will be to create relationships with customers primarily through personal conduct, provide exceptional hospitality and successfully achieve sales. Much of your time will be spent in one of our four wine tasting bars with the opportunity to ultimately conduct private tastings in one of our exclusive six tasting suites.

### **Job Summary:**

- Provide exceptional customer service to all guests
- Conduct professional wine tastings with the goal of achieving sales and customer retention
- Perform private tastings for guests as assigned
- Inform guests of wine club and achieve wine club sign ups
- Provide guests with information about winery, family history and wines
- Follow tasting room procedures to properly open/close bars as needed for your assigned shift
- Ensures each guest is given unsurpassed customer service and leaves with a lasting impression of our wines and their experience.
- Contact existing customers on occasion via phone or email, to provide special offerings and releases of wines that they have shown interest in.
- Achieve monthly sales goals

### **Qualifications:**

- Outgoing and positive personality
- Ability to sell and has a proven sales record
- Understanding of customer service and customer retention
- Wine knowledge a plus or the desire to expand wine knowledge through research and staff tastings
- Team player that works collaboratively with the entire staff
- Excellent work ethic and integrity
- Ability to stand continuously for 8 hour shift
- Ability to consistently lift 40 pounds
- Ability to pass drug and background screening

**Compensation:**

- Competitive hourly wage
- Lucrative monthly sales and wine club bonus program
- Annual sales bonus program if goals are achieved
- Accrual of 2 weeks vacation per year
- Medical, Dental and Vision available
- Employee discounts on all products