

# LAITHWAITES

## Sales Executive

***Do you enjoy building relationships with people and selling a fantastic product to customers who want to buy from you across a variety of channels?***

A Wine Sales role with Laithwaites will give you guaranteed career progression and great earning potential.

### **Sales Executive Requirements:**

- You will be a sales-driven person; however, wine knowledge is preferred but not essential
- It's more important that you thrive on building relationships, and are motivated by hitting targets
- You'll have a great telephone manner, be adaptable and able to think on your feet

### **Sales Executive Responsibilities:**

- Managing B2C Multi-channel Sales through Tele-sales; On-line sales & Subscriptions
- Build up a base of customers you speak to on a regular basis
- Manage sales target and KPIs
- Objection handling
- Product knowledge development

### **About us:**

We are the UK's number one direct to consumer wine merchant. A family-run business that has been delivering wine the right way for over 50 years – from people who love making it to people who love drinking it. We never over complicate things. By keeping it simple at every stage, we've been able to keep costs down and guarantee authenticity with every single bottle.

### **Benefits:**

- You will receive support from us to be successful and can expect to earn £33,000k for hitting targets (£26,235 basic) in your first year. You can add to your basic and bonus with our regular incentives and competitions, not forgetting our generous staff discount!
- Additionally, you have the opportunity to gain Wine & Spirit Education Trust (WSET) qualifications and get to understand the product you are selling through events such as in-house, and producer wine tastings
- The flexible benefits package on offer has options to suit you, such as the option to purchase additional holiday, Gym membership and dental plans through salary sacrifice
- Hybrid working model – must be prepared to travel to the office to engage with the business at least 2 days a week with additional days for training/meetings if required.
- Our full-time working week is 35 hours, Monday-Friday, with flexible hours once you are established in the role
- Free on-site parking
- Subsidised café

If you are interested in joining our award-winning team, apply now to  
[katie.judges@laithwaiteswine.com](mailto:katie.judges@laithwaiteswine.com)