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VINEYARDS, INC.



# Tasting Room Associate, Part-Time

Merry Edwards Winery, Sebastopol, CA (\$18.00 - \$20.00 Per Hour + Tips)

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## Job Description:

Since 1970, Merry Edwards has been considered a trailblazer whose contributions have helped shape the American wine industry. Today her legacy carries on—Winemaker Heidi von der Mehden and Winery President Nicole Carter honor her accomplishments every day, sharing Merry's fierce determination and uncompromising commitment to quality. This is a workplace where everyone is encouraged to succeed.

Merry Edwards Winery seeks a motivated, enthusiastic seasoned candidate to join our fantastic Tasting Room team. The ideal applicant for this position must have a passion for hospitality and have experience providing a high-quality, educational tasting experience. The position requires an energetic, and dynamic personality with excellent sales and customer service skills.

## Position Summary:

This is a **Full-Time, Hourly Non-Exempt position with benefits** located in Sebastopol, CA. The Tasting Room Associate reports to the Tasting Room Manager while working collaboratively with the entire hospitality team. The Tasting Room Associate is responsible for performing hospitality and related tasting room duties. Responsibilities include, but are not limited to the following:

- Provide guests with a memorable and informative tasting experience
- Lead educational and engaging tastings by interweaving wine, viticulture, regional knowledge and brand awareness
- Effectively promote and sell wine, sign up new allocation/ mailing list members
- Ability to work in a dynamic environment with the ability to self-manage and prioritize tasks
- Operate POS system, handling purchasing transactions, accounting for daily sales and processing returns and discounts.
- Knowledge of Tock and appointment scheduling
- Maintain knowledge of current and new legal issues pertaining to interstate shipping of wine
- Perform day to day tasting room floor operations and opening and closing procedures.
- Daily inventory reconciliation, and restocking wine and merchandise

## Job Requirements:

- 1-2 years tasting room, restaurant, or equivalent hospitality experience
- High touch, luxury sales experience with a proven ability in closing and upselling
- Extraordinary attention to detail and customer service skills
- Team player with a professional attitude and positive disposition; self-motivated
- Tasting presentations require long periods of time standing and speaking to customers in both indoor and outdoor environments
- Demonstrates a professional appearance and demeanor
- Must be at least 21 years of age
- Must be able to lift 50 pounds
- Schedule includes weekends and holidays

**Our Benefits:**

- Competitive compensation commensurate with experience
- Paid Time Off
- Paid Holidays
- 401k & Company Match