

Tasting Room Sales Position

Lucas Vineyards has full and part time positions open in the tasting and sales room. Candidates must possess an outgoing, friendly personality, be willing to learn about wine and share knowledge through informal presentation and create a helpful sales environment for customers. Candidates must have a passion for wine and love working with the public in a fast paced, high energy environment. Opportunities for advancement are available.

Responsibilities:

- Provide excellent customer service
- Greet customers and create a welcoming and helpful sales environment
- Conduct knowledgeable, presentation style wine tastings of Lucas Wines to groups up to 50 people
- Inform customers of Lucas history, general winemaking and grape growing facts and information on local attractions
- Conduct fun, enthusiastic and informative wine tastings to increase sales and club memberships.
- Must be confident and comfortable using soft and hard sales techniques.
- Use computerized cash register system
- Label and pack wine for shipping
- Ready merchandise for sale in the gift shop
- General stocking
- General cleaning

Qualifications:

- Must possess excellent customer service skills
- Must possess excellent sales skills
- Must work well sharing responsibilities with other team members
- Must love working with people in a fast paced, high energy environment and also be self-motivating in slow times.
- Must be able to easily adapt to customer expectations regarding their tasting experience. Have fun and educate without being stuffy or judgmental regarding level of customer wine knowledge.
- Must be able to talk to large groups of people
- At least 21 years of age
- Must be available to work weekends
- Must be able to lift 40 lbs. on a regular basis
- Must be able to stand for long periods of time