

# Opolo

Job Title: Tasting Room Associate

Summary: Opolo Vineyards is currently seeking Part-time Tasting Room Associate. We are looking for enthusiastic individuals with a passion for wine and the ability to create extraordinary guest experiences. Wine knowledge is preferred, however initiative and a strong motivation to learn can work as well. If you are a team player, excel in a fast pace environment and love to share your passion and sell wine, we would love to meet you. Come spend your work day alongside the vineyard and enjoy generous employee perks. Potential full-time opportunity for the right individual.

Please note: Weekends and holidays are required.

Compensation and Benefits:

- \$15 - \$19 per hour depending on experience plus tips
- Medical, Dental and Vision Benefits-Full time
- Paid Time Off
- 401k after 1 year with up to 6% matching

Essential Functions:

- Represents Opolo in a positive and professional manner, delivers a warm and friendly greeting and exudes passion in the presentation of the wines and the story.
- Delivers effective sales strategies that result in the sale of wines and wine club memberships while keeping with our service and hospitality standards.
- Able to provide guests with an outstanding and unique experience.
- Conducts educational tours, hosts bar tastings as well as table side tastings.
- Develops relationships with guests to stimulate repeat visits and future sales.
- Educates our guests about Opolo's story and wines and assist consumers with their purchases.
- Presents wine club membership benefits and responsibilities in the promotion to, acquisition of, and retention of Opolo Wine Club members.
- Maintains a positive and professional approach with coworkers and customers.
- Follows opening and closing checklist to ensure all tasks are completed daily.
- Operates cash registers and credit card terminals accurately and efficiently.
- Stocks merchandise and supplies as needed.
- Perform cleaning duties, such as sweeping and mopping floors, cleaning/buffing stemware, tidying up service area, taking out trash, checking on/cleaning bathrooms.
- Assists with special events, special wine tastings, and VIP luncheons/dinners.
- Contributes to team effort by accomplishing related tasks as needed.
- Other assignments as needed.

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## Working Conditions:

- Regular working schedule to include weekends and holidays.
- Occasional long and irregular hours during peak seasons and/or special events.
- Moderate to heavy physical work (moving wine cases/retail supplies, setting up for special events).
- Standing for long periods of time (8 hours per day)
- Ability to lift at least 50 pounds repeatedly (case of wine).

## Requirements:

- Must be 21 or older
- Excellent customer service skills
- Works well within team dynamics.
- Ability to multi-task and to work on assigned responsibilities with limited supervision.
- Accuracy and speed in executing assigned tasks.