

Opolo

Join our Dynamic Team as a Tasting Room Manager!

Are you passionate about wine and sales? Opolo Wines LP is seeking a talented and experienced Tasting Room Manager to lead our team of Tasting Room Associates and share the Opolo story with our valued customers.

As the ideal candidate, you should be passionate about wine, have excellent communication and leadership skills, and thrive in a fast-paced sales-driven environment. You will be responsible for ensuring that the Tasting Room runs smoothly, staff is properly managed and trained, and that customers have an exceptional experience visiting our winery.

Job Type: Full-time

Compensation: \$75,000 - 95,000 (dependent upon qualifications and experience)

Why Work with Us:

At Opolo, we are passionate about providing the highest quality products and delivering outstanding service. As part of our growing company, you will have the opportunity to play a key role in shaping the future of our brand. Join us at Opolo and be part of an exciting team making a mark on the world of wine!

Responsibilities:

- Collaborate with wine educators, winemakers, and production staff to provide comprehensive sales, product, and wine education to the Tasting Room team.
- Collaborate with ownership to drive business and sales objectives.
- Lead and manage all aspects of Tasting Room operations, including tastings, visitor relations, tours, and staff supervision.
- Recruit, train, and schedule Tasting Room Associates to maintain exceptional customer service.
- Oversee inventory management of wine, retail merchandise, and tasting room supplies.
- Handle routine purchasing transactions, including cash register operations and accurate daily sales accounting.
- Develop and execute elevated tasting room experiences that elevate the Opolo brand.
- Conduct weekly meetings to effectively communicate company policies, procedures, and department operations.
- Foster excellent communication among departments, including Hospitality, Marketing, Wine Club, Accounting, and Production.
- Ensure outstanding customer service, manage personnel and administrative duties, and oversee Tasting Room facility operations.
- Responsible for budget preparation and expense control.
- Perform other assigned duties as needed.

Qualifications:

- Minimum five years of successful management experience.
- 5 years of wine knowledge and sales experience required.

Opolo

- Excellent verbal and written communication skills; ability to educate and mentor.*
- Proficiency in Microsoft Suite and POS systems.*
- Ability to lift 50 lbs and engage in physical activities for extended periods.*
- Must be 21 years or older with a valid driver's license.*
- Regular working schedule including weekends and holidays.*

Join the Opolo Family Today!

We offer a competitive salary commensurate with experience and qualifications, along with a comprehensive benefits package including hospitalization and 401k. If you are passionate about wine, excel in a fast-paced environment, and dream of working with a company that values excellence, please submit your resume to VirginiaA@opolo.com. We can't wait to hear from you!