

# Vin, Vino, Wine

BOTTLE SHOP & TASTING BAR

## **Retail Wine Sales Position**

Vin, Vino, Wine is a long-established fine wine retail shop and tasting bar in Palo Alto. We are looking to add a retail sales person to our staff, someone who has an infectious enthusiasm for wine and strong interpersonal skills. The position will be excellent for someone who wishes to advance in the wine industry, as it will provide extensive tasting opportunities and a broad exposure to the wine business.

Our passion, and the focus of our business, is high-quality, artisan-produced wines. We work extensively with French wines, especially Burgundies, as well as with wines from Italy, Spain, America, New Zealand, Austria, and Germany. We sell wines in all price ranges. We try to find the best quality available at each price point. Many of the greatest wines and winemakers in the world are represented on our shelves.

Our clientele is a highly-educated, diverse group of wine lovers. They have wide-ranging interests and a broad spectrum of approaches to enjoying wine. All are important to our success. Our challenge is to present a diverse and constantly changing wine selection that will be compelling to this broad array of tastes and budgets.

We have an extensive tasting bar program that is an integral part of our retail shop. The quality and diversity of the wines we present for tasting is unequalled in the Bay Area. The tasting bar is a major part of our retail sales program, and is a tremendous educational vehicle for both our clientele and our staff.

Like the producers we represent, we are small. The key to our success is the ability to deliver a high-quality experience to our clientele. This depends entirely on the quality and capability of our staff. A strong candidate will:

- have a passionate interest in wine, and strong fundamental knowledge of French wines
- have an aptitude for sales, and enjoy interacting with retail clients
- have an energetic temperament, and a willingness to work hard
- be articulate and persuasive, mentally quick and creative, and able to work comfortably with a wide spectrum of personality types
- be capable with the internet, e-mail, word-processing and spreadsheets

Candidates with additional skills, such as teaching experience, will be especially attractive. This position will initially be part-time, in the range of 25 to 30 hours per week.

To apply please send a brief cover letter, a one-page resume and your salary history to Dennis Sitcler at [dennis@vinvinowine.com](mailto:dennis@vinvinowine.com)