



Job Title:	Tasting Room Associate		
Location:	Carlton, OR	Transportation:	Must have own vehicle or mode of transportation.
Level/Salary Range:	Hourly plus tips and commissions.	Position Type:	Part Time – 25-35 hours per week.

Applications Accepted By:

Kristen Baxter – Operations Manager kristen@abbeyroadfarm.com Subject Line: Tasting Room Associate	MAIL: Abbey Road Farm 10501 NE Abbey Road Carlton, OR 97111
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Job Description

The Tasting Room Associate role is responsible for efficiently and effectively promoting the sale of wine and non-wine products through providing consumers with a meaningful wine tasting and experience. All efforts are focused on attaining monthly sales goals while providing gracious hospitality to all guests.

About Us

Abbey Road Farm is a unique destination with a luxurious converted silo bed & breakfast inn, and beautifully crafted winery, tasting room, and events venue located on an 82-acre working farm and vineyard in Oregon’s Willamette Valley. Our mission is to celebrate the bounty of Yamhill County, be stewards of the land and bring Abbey Road Farm to its fullest potential by using organic practices in all farmable acreage (vineyard & produce), maximizing sustainable energy, and inspiring our guests to appreciate the process of where their food comes from to create an association between celebration, hospitality and a connection to the land. The farm features one of the West Coast’s most captivating accommodations: three functional grain silos were combined and converted to create the luxurious Silo Suites B&B. Take a walking tour of the farm, meet our animal friends and enjoy a multi-course breakfast with our Innkeeper and Chef, Will Preisch. The Abbey Road Farm Event Center is a beautifully crafted converted riding arena, capable of hosting extraordinary events large and small, set against manicured gardens and panoramic views of the valley. The Tasting Room is open 7 days a week 11am-5pm. The property was planted with 42 acres of grapes including 14 different varieties.

Qualifications

- Love and enthusiasm for all things Wine (Essential)
- Positive Outgoing Attitude (required and necessary)
- Passion for Giving Great Hospitality (required and necessary)
- Tasting Room Experience (preferred but not necessary)
- Retail Sales (preferred but not necessary)
- Restaurant Experience (preferred but not necessary)

Responsibilities

- Greets all visitors to the Tasting Room, pours wines for tasting, discusses wine and responds to customer questions as appropriate.
- Fields phone calls occasionally and answers incoming questions.
- Ensures that every visitor enjoys their wine tasting experience and leaves with a very high impression of our wines, property and company.
- Is knowledgeable about wine, accurately describes wine, winemaking techniques, winery history, appellations, and unique aspects of wines.
- Effectively promotes and sells wine and Wine Club memberships to customers.
- Handles routine purchasing transactions, including operating point of sale, reservation system, accounting of daily sales, and processing returns and discounts.
- Takes the initiative for self-development in the areas of our wines, our brands, general hospitality, and for acquiring effective sales techniques.
- Participates in company-sponsored wine educational and development opportunities.
- Participates and assists with special hospitality events that occur at the winery.
- Washes and polishes glassware for Tasting Room.
- Other duties as assigned.

Requirements:

- Professional appearance and demeanor
- Must have OLCC and Food Handlers permits (or obtain within required timeframe)
- Must be at least 21-years-old
- Must be able to work weekends
- Have Reliable Transportation
- Must be able to stand and walk for extended periods as required by job duties
- Strong organizational, problem-solving, and analytical skills
- Proficient on the computer (familiarity with WineDirect, Tock or other POS systems preferred)
- Must be able to lift up to 50 lbs on a regular basis and coordinate multiple tasks simultaneously
- Professional, personable, welcoming, with excellent hospitality and customer service focus