



AUSTRALIAN VINTAGE

Cellar Door Manager – Hunter Valley

- Leading Australian wine company
- Benefits include 26 weeks of paid primary carer parental leave, loyalty leave and birthday day off.
- Brand New Cellar Door space in Central Pokolbin
- Full time role, Tuesday to Saturday

About Australian Vintage:

At Australian Vintage (AV), our purpose is to make the world a smaller place through sharing good times.

Australian Vintage is an ASX listed company and owner of the multi-award winning McGuigan, Tempus Two, Nepenthe and Barossa Valley Wine Company brands.

Leveraging our world-class assets and innovative know-how, in 2022 we expanded into spirits and ready-to-drink cocktails to diversify our portfolio and deliver products that consumers are demanding - from a world-first gin to a playful sustainable spirit and high-quality cocktail convenience.

We are proud to be committed to an ESG strategy that encompasses environmental impact and climate action, alongside social impact initiatives to support communities and good corporate governance. We have set an ambitious climate target – informed by current climate science – to achieve Net Zero carbon emissions by 2040 across the entire value chain. Our Buronga Hill winery and Merbein packaging facility are 100% powered by wind and solar.

Australian Vintage is proudly recognised by Mental Health First Aid Australia as an accredited Mental Health First Aid workplace as of January 2023.

About the role:

We are currently seeking a highly motivated and enthusiastic Cellar Door Manager to join our growing business. The role is responsible for managing of the McGuigan and Tempus Two Cellar Door trading environment in the Hunter Valley, with a primary focus on the delivery of exceptional customer service that achieves budget sales, product mix, profit, and Club Membership and Friends of McGuigan & Tempus Two acquisition targets.

Reporting to the **National Sales Manager – DTC** your primary duties will include:

- Execute business plans as developed collaboratively with management to achieve Sales, Members and Friends of McGuigan & Tempus Two acquisition targets
- Ensure OPEX, including wages, is managed within budgets
- Accurately collate sales data and reports and distribute as required
- Undertake management administration tasks such as cash handling and banking when required
- Ensure Responsible Service of Alcohol obligations are always adhered to
- Represent the AVL brands at external events to assist in driving awareness, visitation, and sales
- Develop, implement and maintain standard operating procedures (SOPs) for the Hunter Valley Cellar Doors
- Train and mentor staff to develop skill set within team

- Lead by example to set high standards of service and skills
- Regular communicate to ensure the sales team are meeting KPIs
- Approval of staff rosters to ensure appropriate coverage at the Cellar Doors, based on traffic expectations.
- Ensures an educational and consistent presentation of the products and associated merchandise
- Polite and friendly interaction with customers, fellow staff and management
- Efficient, accurate and timely delivery of products to customers
- Work within broader AVL team to develop an annual events calendar to attract new consumers to AVL Cellar Doors
- Management of etching offering whilst seeking new business.

We are looking for:

- **Previous Management Experience:** The ideal candidate will have previous managerial experience with a people-focused mindset along with a strong ability to manage and lead a team.
- **Excellent Communication Skills:** This role requires a high degree of internal and external stakeholder management. The successful applicant is comfortable working closely with multiple stakeholders but is also confident addressing groups.
- **Action-Orientated:** The successful candidate will have a desire to take on new opportunities as well as difficult challenges or conversations with a sense of urgency, energy, and enthusiasm.
- **Results-Driven:** The successful candidate will have a hunger to achieve results, with the ability to create a climate where people are motivated to do their best.
- **Agility:** As our business continues to grow, we are looking for individuals who excel in a fast-paced environment and high-pact roles.
- **Availability:** Successful candidate must have availability to work at least one day per weekend.

Australian Vintage Benefits:

We're proud to offer a strong benefits package that we know can make a big difference to work life and life outside of work.

- Primary carer parental leave offering 26 weeks paid leave
- Loyalty leave
- 'Work anywhere' for up to two weeks annually
- Birthday leave
- Volunteer days
- Further education and study support
- Flexible working
- Mental health and wellbeing training and support
- Annual product allowance
- Options to purchase additional annual leave
- Sabbaticals and career breaks
- Continuation of superannuation while on paid and unpaid parental leave

To apply please visit our job advertisement on [Seek.com](#).

To learn more about Australian Vintage visit <https://www.australianvintage.com.au/> or specifically, our impact visit <https://australianvintage.com.au/impact/>