



BOTTLE AND BOND KITCHEN & BAR

Bottle and Bond Kitchen & Bar at the Bardstown Bourbon Company features an exclusive whiskey library and vintage spirits collection.

Position: Retail Sales Associate

Hours of work: Flexible, with frequent evenings, weekend shifts, and some holidays are required.

Status: Full-time with benefits. Hourly plus commission on sales.

Summary/Objective

This position is responsible for retail sales in the Bardstown Bourbon Company's retail store. The Retail Sales Associate will deliver a professional presentation to our customers and strive to meet sales goals and exceed customer expectations. Must not only demonstrate genuine hospitality to make guests feel welcome but must also be well informed of all products on sale and in the retail store. Maintains a professional appearance and positive attitude. Must have a cordial, outgoing personality, with the desire to provide a high-level of sales, service, and hospitality.

Job Description/Responsibilities

- Deliver excellent customer service, ensure sales targets are met, and maintain high level of customer satisfaction
- Work with customers to determine their needs and offer sales recommendations
- Ensure that the product presentation area and entire retail store is clean and organized
- Develop and cultivate strong buying relationship with customers
- Up-sell additional products when appropriate
- Educate guests about the bourbon and spirits industry
- Serve alcohol to guest at tasting bar and follows responsibility, quality and safety guidelines
- Check customers' IDs to ensure they meet minimum age requirements for consumption of alcoholic beverages when appropriate
- Treats all guests in a manner to ensure their complete satisfaction
- Maintains an appropriate inventory and stock level
- Cleans, organizes and displays appropriate products, such as: vintage and highly desired bourbon, decanters, glasses, cigars, barware, bourbon apparel, gifts and more
- Properly gift wrap and bag all products after sale
- Demonstrates a willingness for continued education and understanding of the goals of the Bardstown Bourbon Company



- Performs other duties as directed by management.

Qualifications/Requirements

- General understanding of the principles of sales
- Two-year minimum retail and/or sales experience
- Customer service, retail sales or tourism experience preferred
- Strong communication and interpersonal skills
- Ability to speak fluent English
- Proven track record in achieving sales goals
- A positive attitude and possesses a team spirit
- Able to handle money accurately and operate a point-of-sale system
- Basic computer skills
- Must be available to work evenings, weekends, and holidays with flexibility to work different shifts

Physical requirements

The physical demands described below are representative of those that must be met by an employee to successfully perform the essential function of this job.

- Stands during entire shift; reaches, bends and stoops frequently; verbally communicates with guests and phone callers; walk; use hand/fingers to handle and feel; talk/hear; see; able to lift and carry up to 25 pounds.

The Bardstown Bourbon Company is committed to equality of opportunity in all aspects of employment. It is the policy of The Bardstown Bourbon Company to provide full and equal employment opportunities to all employees and potential employees, without regard to race, color, religion, national or ethnic origin, veteran status, age, gender, gender identity or expression, sexual orientation, genetic information, physical or mental disability or any other legally protected status.

Company/Location Overview

The Bardstown Bourbon Company is a celebration of the art of making whiskey. No secrets, mythical stories, or fabricated legends. We celebrate the craft of making great whiskey and the Bardstown community that brings bourbon to the world.

Set on 100 acres of active farmland in the heart of the Bourbon Capital of the World, Bardstown Bourbon Company drives innovation, while honoring the traditional art of making bourbon. We produce the highest-quality, authentic Kentucky bourbon, whiskey, and rye brands as well as offer custom whiskey production through our one-of-a-kind Collaborative Distilling Program.



We are the first Napa Valley-style destination on the Kentucky Bourbon Trail to provide a full-service culinary experience at our Bottle & Bond Kitchen and Bar. Here, our visitors enjoy comfort food, exceptional salads, and farm fresh meats and cheeses. Our bar offers a creative cocktail program, whiskey and vintage spirits library, curated wine collection, and a selection of local draft beers. Bottle & Bond is the perfect foundation for a memorable afternoon or evening.

For more information, please visit www.bardstownbourbon.com.

Retail Sales Associate 5.31.2019