

Vodka Boutique Manager

Glass Distillery - Seattle, WA

Full-time, Commission

GLASS DISTILLERY

Join the Unexpected! A Boutique Vodka Experience

An internationally acclaimed producer of Connoisseur-Class artisan vodkas, Glass Distillery is opening its doors to a new consumer experience. Glass is searching for entrepreneurial minded individuals ready to join our dynamic and revolutionary retail boutique team. If you are dedicated to providing guests with a unique and unexpected experience filled with discovery, we are looking for you! Glass Vodka is experiencing fantastic growth and searching for exceptional people to make a significant contribution in sharing the Glass brand.

As the fascination with vodka's origins and the allure of the cocktail industry continue to grow, tours of distilleries and tasting room experiences have become just as popular as the spirit itself. Do you love the balanced taste of fine spirits, the elegant feel of a perfect fit fashion item or the sense of satisfaction in your food memory? Do you appreciate the ownership experience that enjoying libation, food and fashion brings to our daily lives? Do you want to share these passions enthusiastically with people you encounter every day? Then this is THE job for you. For our Glass Vodka Boutique in Seattle, we are looking for passionate and professional individuals with experience operating in a luxury retail sales environment.

JOB MISSION – Vodka Boutique Manager

As an Ambassador of the Distillery, you are responsible for the development and optimization of the boutique's performance and profitability by managing the boutique team, ensuring excellence in operations and overall client experience.

MAIN RESPONSIBILITIES

Team Management & People Development

- Recruiting boutique staff and ensuring their integration to the team
- Communicate with and motivate the boutique team around the strategy and vision of the Glass Distillery business plan
- Supervise on a day-to-day basis the boutique sales team
- Set individual objectives and evaluate performance

Boutique Performance & Sales Achievement

- Optimizes boutique performance, guest experience and profitability
- Set financial objectives, prepare and oversee annual budget

Boutique Operations & Administration

- Responsible for the respect of all brand and Distillery policies, procedures and guidelines
- Supervise the boutique back office and administration
- Oversees the boutique maintenance
- Oversees inventory

Client Relationship & Portfolio Development

- The leader of a unique and highly professional client experience within the boutique.

- Works the marketing team in the implementation and monitoring of the Glass Distillery Society of Connoisseurs (GDSOC), our invitation only VIP program for selected boutique and Distillery guests

COMPETENCIES, EXPERIENCE AND EDUCATION

- Excellent people management skills and results orientation
- The ability to develop and maintain a loyal network of customers
- Very good organizational skills, administrative, analytical and reporting skills within software environments
- Minimum 3-5 years successful experience in a management function in the luxury retail business within wine sales, fashion or high-end hotel/restaurant management
- Fluent communication skills in English and at least one other foreign language verbally and in writing

OUR OFFER

- Working in an exceptional environment for a company in the artisanal spirits industry!
- A challenging job, offering the opportunity to professionally develop yourself in a luxury commercial environment
- An attractive salary, bonus & commission package

Our brand promise is to deliver authentic products of the highest quality and create products that are unexpected and evoke a sense of discovery

Job Type: Full-time

Job Location:

- Seattle, WA

Required education:

- Bachelor's

Required experience:

- Retail Management: 5 years
- Luxury Product Sales: 3 years

Required license or certification:

- Driver's License