

Objective: Use my extensive wine and spirits knowledge, my strong customer relations skills, and my absolute passion for this industry to grow sales for my company and enable success for my clients.

Professional Skills:

- Customer/ Vendor Relationships & Service
- Account Management and Development
- Market Analysis and Strategy Development
- Negotiation and Closing Sales
- Problem Solving – 911 Emergency Responder
- Inventory and Pricing Management
- SAP System and Microsoft Office Proficiency
- Point of Sale and Merchandising

Special Qualifications and Awards

Certified Specialist of Wine, 2004, Society of Wine Educators

Glazer's Product Expert, 2012, Special training in product spectrum in order to better service customers

Founders Award, Bacardi, 2020, National recognition for Best in Class Collaboration

Experience:

September 2003 - Present: Southern Glazer's Wine & Spirits – Houston, TX

- Regional/National Accounts On-Premise Manager, Transatlantic Spirits – August 2016 – July 2020
Management of regional and small national on-premise accounts with substantial budgetary responsibility in Texas and surrounding states with a focus on the Transatlantic Spirits portfolio.
- Director of National Accounts On-Premise 2014 - July 2016
Management of national and regional accounts based in Houston, including *SSP America, Romano's Macaroni Grill* and *Ignite Restaurant Group*.
- Portfolio Marketing Manager, Domaines & Estates 2009 - 2014
Inventory forecasting; stock transfer, purchase and special orders; hardcoding, delivery issue resolution, vendor marketing, account management, liaison between sales and vendors.
- Key Account Manager 2009 - 2014
Management of wine and spirits, vendor relations, pricing, and inventory for key accounts, including *Truluck's* and *Café Express*, throughout Texas.
- Regional Accounts Manager 2004 - 2009
Management of wine portfolio for local, multi-unit restaurant groups; pricing and inventory, vendor relations, market support, menu printing, liaison to sales reps calling on individual units.
- Special Events Liaison 2005 - 2014
Planning, coordination, and execution of all aspects of high-profile events, such as *Houston Livestock Show & Rodeo Wine Competition, Sugarland Grand Wine & Food Affair, and Woodlands Wine Week*

June 1989-September 2003: Sigel's Beverages – Dallas, TX

- On-Premise Sales Representative
Territory management covering over 100 clients, growing annual sales from \$2M to approximately \$6M

August 1987 - May 1989: American Wine and Importing – Dallas, TX

- On-Premise Sales Representative
Territory management covering 75 clients, growing annual sales 350%

July 1983 - July 1987: Glazer's Distributors – Dallas, TX

- Assistant to Director of Fine Wine/Marketing Analyst
Administrative sales and marketing support to a sales force covering a four-state region

Education: BA Tulane University, New Orleans, LA.

References: Professional and personal references are available upon request.