
Wine Sales Manager Resume

Job Objective

Searching for Wine Sales Manager position where my skills and special training can be used for the good of the company.

Highlights of Qualifications:

- Huge experience in distributing supplies in a hospitality industry and managed various wine pairing techniques
 - Exceptional knowledge of wine and spirits
 - Sound knowledge of advertising and marketing servicing accounts
 - Immense ability to organize promotional wine and spirits events
 - Profound ability to work in a team and coordinate with other departments
 - Good communication skills especially speaking in public
 - Skilled to work on computer systems
 - Proficient in coordinating with beverage wholesaler
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Professional Experience:

Wine Sales Manager
Terry Seitz Inc, Poway, CA
October 2008 – Present

- Maintained effective relationships with vendors and assisted in increasing market share.
- Participated in weekly sales and training meetings.
- Trained wine team in providing necessary procedures and policies for team.
- Ensured compliance to all rules and regulations in all work.
- Hired selected appropriate candidates and provided required training.
- Assisted wine sales teams in maintaining knowledge on various wine product portfolios.
- Maintained knowledge on current market trends and assisted growth.
- Coordinated with supplier and ensured achievement of all goals and objectives.

Wine Sales Representative
JJ Buckley, LLC, Poway, CA
August 2003 – September 2008

- Maintained effective customer service relations and made regular sales calls for same.
- Participated in sales meetings and participated onsite training.
- Organized and performed research on sales reports and analyzed results.
- Managed inventory for new products and placement in store for same.

Wine Sales Retail
ABC Fine Wine & Spirits, Poway, CA
May 1998 – July 2003

- Assisted consumers in developing and enjoying wine.
 - Participated in various sales promotion activities for regional and national levels.
 - Coordinated with management and assisted in displaying merchandise.
 - Maintained personal tasting notes for various merchandising wine shelves.
 - Evaluated new products with help of wine manager.
 - Trained staff in samplings and participated in vendor training.
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Education:

Bachelor's Degree in Marketing
Warner Southern College, Lake Wales, FL

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