

Michael Clayton Bowles

mobile: 310.651.1501 mbizzowles@gmail.com

Career Objective

Experienced Buyer looking to drive wine and spirit sales in a challenging new position with a reputable company. I aspire to continue to learn while utilizing my training and skills to expand sales and product recognition across new and existing retail and restaurant venues.

Work Experience

Sake Buyer, Sales Associate, Business Development, Wally's, Beverly Hills (*November 2014-present*)

-Opened the retail-restaurant combination concept in BH. Worked as a server/bartender and assisted in the set-up and merchandising of the German and Austrian wine sections. Organization for by-the-glass program.

-Set up Sake BTG, Sake inventory management. Translated for visiting sake brewers and expanded the vendor network with new SKUs. Staff education and training with tastings and pairings to drive sales.

-Pouring 130+ wines by the glass, assisting in the curation of the cocktail program, managing weekly wine list changes with the Wine Director and sommelier team. Wine Spectator Grand Award 2017, 2018, 2019.

-Achieved highest retail sales amongst FOH staff upon incentive program implementation. 2017-present.

-Business Development: Annual sourcing trip to Japan to find new spirits for exclusive import.

Senior Consultant, The Refined Group, Tokyo, Japan (*March 2012-October 2014*)

-Recruiting and Executive Search Consulting. Made placements with Fortune 500 FMCG firms

-Business Development. Spearheaded efforts to develop the Legal Recruitment division for The Refined Group.

Acquired new US-based law firms as clients and placed mid-level attorneys in expat positions in Tokyo.

Executive Recruiter, Independent Contractor, Tokyo, Japan (*November 2010-February 2012*)

-Retail and Consumer Goods Recruitment, Marketing/PR/HR searches and placements for int'l firms.

Associate Director, Admark Asia Group, Tokyo, Japan (*September 2007-October 2010*)

-Consumer Product Recruitment and Consulting. Main area of expertise: Fashion, Food and Beverage. Recruited bilingual professionals at the Manager/Director level for Marketing, Logistics, HR, Finance/Accounting positions.

English Language Teacher, NOVA, Kawasaki, Japan (*September 2005-August 2007*)

-Taught ESL to students of all levels and abilities. Weekly Business English classes for working professionals with case studies on Marketing, Contract Negotiation, and Business Ethics.

-Assisted the Sales Team with promo classes resulting in multiple long term contracts/student retention.

Education & Training

Wine Scholar Guild, Italian Wine Scholar: 97/100, Highest Honors on Northern Italy Exam. Enrolled for Central/Southern Italy Fall 2021.

Judge, USA Wine Ratings 2021, USA Spirits Ratings 2021, San Francisco. Tasted and rated over 80 wines and 80 spirits in a range of categories based upon quality, value for price, and label/marketability.

International Trade and Development. United Nations University International Courses (UNU-IC), Tokyo, Japan (*June 2007*)

B.A., International Affairs-East Asia Concentration George Washington University, Washington, DC

Minor in Theatre Performance. Graduated with 3.4 G.P.A. (*May 2003*)

Studied overseas through an exchange program with Syracuse University Division of International Programs Abroad in Hong Kong at City University Spring 2002.

Studied abroad Summer 2000: Southeast Asia (Hong Kong, China, Vietnam, Thailand) taking a traveling course on Business Relations in the Pacific Rim. Program run through the American Institute for Foreign Study, accredited through Richmond: the American University in London.

Language Skills

Spanish: Moderately fluent speaker. Seven years of secondary/preparatory school study and one college semester of literature. Fluent listener and reader.

Japanese: Strong Comprehension and Conversational ability from more than 8.5 years living and working in Japan.

Mandarin Chinese: Two years of formal study complimented with practice in the PRC and Hong Kong. Beginning-Intermediate level.