

## Brand Builder | Business Leader | Sommelier

I take joy in creating and growing a winning culture!

### Core Competencies | Strengths | Expertise

- Recruiting Stars
  - Team Building
  - Brand Building
  - Leadership
  - Listening
  - Accountability
  - Educating
  - Identifying Opportunities
  - Program Implementation
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### Professional Experience

#### Wine Trends Inc. – Columbus, Ohio

November 2013-Present

##### Director of Sales, Southern Ohio

###### Highlights of Success:

- ✓ Lead 4 Ohio markets to KPI's significantly ahead of industry
- ✓ Strategically grow business by channel
- ✓ Execute business plans for key suppliers focused on Top 10 while growing 120 other suppliers all with specific strategies

##### Regional Manager, Central Ohio

###### Highlights of Success:

- ✓ Doubled revenue and size of team in 5 years. Established Wine Trends as the top fine wine distributor in Central Ohio
- ✓ Regional Manager of the year 2019

#### Vanguard Wines – Columbus, Ohio

November 2010- November 2013

##### Sales Professional

###### Highlights of Success:

- ✓ Grew route by 40%, awarded top account in the state
- ✓ Became lead trainer for incoming sales professionals

#### The Andersons Wine Department – Dublin, Ohio

November 2008- November 2010

##### Wine Buyer

###### Highlights of Success:

- ✓ Increased retail sales to \$6M
- ✓ Created product-centered newsletter and responsible for all selling events

**Dining Room Manager**

**Highlights of Success:**

- ✓ Trained staff and ran service for top central Ohio restaurant
- ✓ Achieved Wine Spectator Award of Excellence and increased wine revenue 20%+ YOY

Le Bec Fin – Philadelphia, Pennsylvania

January 2003- November 2006

**Service Captain**

**Highlights of Success:**

- ✓ Managed guest experience for 1 of 13 Five Star Restaurants in the United States
- ✓ Youngest Captain in restaurant's 25 years
- ✓ Received wine education from master sommelier
- ✓ Responsible for training staff of a world-class establishment

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**Professional Affiliations**

Columbus Business First Networking Association

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**Community Activities**

Children's Hunger Alliance, Member 2017-present  
WASA and I9 Volunteer Coach Youth Baseball and Soccer

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**Education**

**Certified Sommelier (Level 2)**  
**Court of Master Sommeliers 2008**  
**Franciscan University**  
**Communications 2000-2003**  
**NFIB Internship**  
**2000-2003**