

HARPER LEWIS

Wine Manager

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PROFESSIONAL SUMMARY

Results-driven Wine Manager with five years of comprehensive experience in optimizing wine programs and enhancing customer satisfaction. Proficient in cultivating strong supplier partnerships and curating diverse wine selections tailored to clientele preferences. Passionate about executing engaging wine events and delivering exceptional service to elevate brand loyalty and drive sales.

WORK EXPERIENCE

Wine Manager
Seaside Innovations
Mar / 2021-Ongoing
Santa Monica, CA

- 1. Oversee all aspects of wine operations, ensuring optimal product availability.
- 2. Manage sales and staff training, leading a team of 15-20 employees.
- 3. Achieved 4.5-5.5% revenue growth week-over-week over the last three months.
- 4. Conduct bi-weekly wine seminars, educating staff on a selection of 500 wines.
- 5. Collaborate with the Banquet Department to ensure staffing for events.
- 6. Manage inventory and expenses, coding invoices accurately for proper accounting.
- 7. Designed and executed marketing strategies to enhance visibility and sales.

Wine Manager
Lakeside Apparel Co
Mar / 2020-Mar / 2021
Chicago, IL

- 1. Direct the Wine & Beer Department, achieving monthly sales targets and quotas.
- 2. Specialize in wine sales, providing personalized product recommendations.
- 3. Oversee product placement and ensure effective in-store signage.
- 4. Manage special orders, pricing, and inventory for optimal selection.
- 5. Curate wines for tastings and facilitate engaging in-store events.

EDUCATION

Bachelor of Science in Hospitality Management
University of California, Davis
Mar / 2019 - Mar / 2020
Santa Monica, CA

Focused on wine marketing and consumer behavior within the hospitality industry.

SKILLS



INTERESTS

- Home Brewing
- Wildlife Conservation
- Running
- Public Speaking

STRENGTHS



LANGUAGES



ACHIEVEMENTS

- Increased wine sales by 25% within one year through targeted promotions.
- Successfully organized over 15 wine tasting events, enhancing community engagement.