

Olivia Roberts

Wine Sales Representative

(312) 555-4567

olivia.roberts@gmail.com

United States, Chicago, IL

Dynamic and results-driven wine distributor with over 6 years of experience in the wine industry. Adept at building relationships with clients and promoting high-quality wines, seeking to leverage my expertise in a challenging distributor role.

Experience

March 2020 - Now

Wine Sales Representative

ABC Wine Distributors / United States, Chicago, IL

- Cultivate relationships with local restaurants and retailers, resulting in a 25% increase in sales.
- Conduct wine education seminars for clients to enhance their product knowledge and sales techniques.
- Develop marketing strategies for new product launches, increasing brand visibility.

July 2018 - February 2020

Account Manager

Wine & Spirits International / United States, Chicago, IL

- Managed a diverse portfolio of accounts, ensuring high levels of customer satisfaction and retention.
- Collaborated with suppliers to secure exclusive wine offerings for clients.
- Analyzed market trends to develop strategic sales plans and promotions.

Education

Bachelor of Science in Business Administration

2014 - 2018

DePaul University

United States, Chicago, IL


Level 2 Award in Wines

WSET

Certification Date: January 2019

Skills

Expertise in wine distribution and logistics 

Strong negotiation and relationship-building abilities 

Knowledge of wine regulations and compliance 

Proficient in sales forecasting and market analysis 

Exceptional presentation and communication skills 