

# Josephene Tateyama

Wine Buyer

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## EDUCATION

### Bachelor of Science in Viticulture and Enology at Iowa State University, Ames, IA

Aug 2013 - May 2017

Some skills I've learned are vineyard management, wine grape production, wine making, and wine scoring.

## LINKS

[linkedin.com/in/josephenetateyama](https://www.linkedin.com/in/josephenetateyama)

## SKILLS

Wine knowledge

Sales skills

Customer service

Communication

Time management

Organization

## LANGUAGES

English

German

## HOBBIES

Listening to music

## PROFILE

I have over 5 years of experience as a Wine Buyer. I am knowledgeable in all aspects of the wine industry, from production to sales. I have a keen eye for quality and an excellent palate, which has allowed me to select wines that are both delicious and affordable. I am also experienced in negotiating prices with suppliers, ensuring that my company gets the best possible deal on every purchase. In addition to my buying skills, I have developed strong relationships with many key members of the industry, which gives me access to information and resources that other buyers may not have.

## EMPLOYMENT HISTORY

### ● Wine Buyer at Hy-Vee, IA

Apr 2022 - Present

- Oversaw the purchase of wine for a large grocery store chain.
- Negotiated prices with suppliers and distributors.
- Monitored inventory levels and reordered wines as needed.
- Trained new staff members on wine selection and proper storage techniques.
- Created promotional displays to increase sales of specific wines.
- Wrote articles for the store's newsletter highlighting different types of wines.

### ● Assistant Wine Buyer at WineStyles, IA

Sep 2017 - Mar 2022

- Negotiated and purchased wine inventory from suppliers, resulting in \$20,000 in annual savings.
- Monitored sales data to make recommendations on purchasing decisions and promotions.
- Created a promotional plan that increased wine sales by 15% over the course of 6 months.
- Wrote copy for monthly newsletter which achieved a 30% open rate.
- Managed social media accounts, increasing followers by 20% month-over-month.

## CERTIFICATES

### Certified Specialist of Wine (CSW)

Jan 2021

### Certified Wine Educator (CWE)

Jul 2019

## MEMBERSHIPS

American Society of Wine Economists

American Association of Wine Economists