Icle Rux

Wine Director

Employment History

Details

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(491) 329-6451

3899 Stallion Drive, Powell, OH 43065

Wine Director at The Wine Director, OH

May 2022 - Present

- Negotiated and secured exclusive pourage rights for high-end wine at a new restaurant, increasing wine sales by 23%.
- Trained waitstaff on proper wine service techniques, resulting in increased positive feedback from guests.
- Developed and implemented a successful marketing campaign that led to a 20% increase in overall wine sales.
- Created and managed an inventory system that helped reduce spoilage and waste by 15%.

Assistant Wine Director at The Vineyard Wine Company, OH

Jul 2020 - Mar 2022

- Successfully managed and trained a team of 8 Sommeliers while also executing floor shifts.
- Increased wine sales by 15% through effective merchandising and promotion of new wine programs.
- Created an inventory management system that streamlined ordering and re-ordering processes, saving the company $4,000 annually.
- Successfully negotiated contract with top Napa Valley winery, increasing selection by 20%.
- Worked closely with Executive Chef to create seasonal menus that showcase local ingredients paired with wines from around the world.
- Wrote weekly newsletter highlighting featured wines, upcoming events, and staff recommendations which increased customer engagement by 10%.

Wine Steward at The Ohio Wine Company, OH

Sep 2015 - May 2020

- Successfully managed and operated a wine store which increased sales by 20% over the course of 2 years.
- Created weekly wine tastings that were popular among regulars and drew in new customers, averaging 30 attendees per week.
- Conducted regular training sessions for staff on wine knowledge and proper serving techniques.
- Successfully paired wines with menu items for 5-star restaurant, increasing sales of both food and drink.

Education

Master of Science in Viticulture and Enology at Ohio State University

Sep 2011 - May 2015

I've learned how to grow grapes and make wine.

Links

linkedin.com/in/iclerux