

Andrew Nunes, CSW

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(209) 914-4547

Education

Society of Wine Educators, Certified Specialist of Wine Feb 2013
Extensive study of viticulture, oenology, wine regions, and service in detail; 90% score

University of the Pacific, B.A. International Relations and Russian Area Studies May 2012
Professional foreign society: Delta Phi Epsilon
Economics honors society: Omicron Delta Epsilon
Study abroad: Saint Petersburg State University

Foreign Languages

Portuguese – *Advanced Proficiency*
Russian – *General Proficiency*

Spanish – *General Proficiency, Plus*
Mandarin Chinese – *Limited Proficiency, Plus*

Work Experience

Assistant Old & Rare Wine Buyer at K&L Wines May 2016 – Present
Since 1976; with 3 storefronts in California, one of the largest online retailers for fine wine in the US
Helping private sellers auction/sell wine, assisting Senior Buyers research and price lists up to 5000 lines
Data processing of Excel wine lists, SKU editing, integrated CRM, and ERP coordination
Retail pricing, auction hammer performance, critic scoring, inventory sell-through rates, and risk analysis
Customer service and seller relationships; payments, interstate shipping, wine conditions, and valuations
Tracking market performance of ultra-rare wines, verifying authenticity and condition of old wine

Export Market Analyst at N9 Negotiant November 2015– February 2016
An early stage negotiant-export business
Hong Kong market research; met wine importers for market testing, cold-calling on-premise accounts
Performed in-depth financial, strategic analysis; developed recommendations for distributor acquisition
Attended CWI export seminar, wrote a thorough business plan, designed labels for the Hong Kong market

House Sommelier at Wine & Waffles of Alameda April 2014 – January 2016
New upscale wine bar & dessert lounge, owned by hugely successful 90-year-old Ole's Waffle Shop
Writing tasting notes, staff training, wine pairings, procuring wine list, wine service and sales
Designing menus, POS GUI for quarterly launches; leaflet promotions for special events; event planning
Purchases with over 20 companies; 90 wines, 25 BTG; monthly purchase budget, inventory, sales reports
Launching the Birthday Club email list and the Fat Boy Wine Club

Procurement Specialist at Ole's Waffle Shop July 2015 – January 2016
Alameda's 90-year-old "local institution" with long lines each morning and a friendly atmosphere
Managed purchasing and delivery schedules with 9 companies, over 300 products, average \$5k weekly
Projects including designing beer & wine menus, redesigning inventory sheets, liquidating deadstock
Maintaining health department standards, dry & refrigerated storage cleanliness/organization

Andrew Nunes Marketing/Language Consultant

June 2011 – April 2014

Offering Marketing and Language services to clients in the San Joaquin Valley and Bay areas

Clients including a law firm, university professor, non-profit organizations, a 5-team hauling company, university students, and a handful of startups

Market research, promotions design and distribution, language education, legal interpretation, archival transliteration

Facilitator and Assistant Camp Director with BizSmart Global

Summers of 2011, '12, '13

Hosted at Stanford and Santa Clara Universities, as well as Bombay and Delhi, India

Coordinating with guest speakers; including venture capitalists, CEO's, entrepreneurs

Delivering presentations on marketing, finance, risk analysis at competition summer camps worldwide

Advising students on marketing/finance/sales strategies, business plan writing, presentation skills

Conflict management and special collaboration with international students

Lead Sales at Soda Rock Winery of Alexander Valley

April 2013 – December 2013

One of the boutique Wilson Artisan Wineries, under winemaker/general manager Antoine Favero

Wine education, selling wines, club memberships, supervising part time staff, coordinating group tastings

POS updates, wine club database management, lead generation, sales calls, packing wine club shipments

Promotions Coordinator with the Newman House

August 2009 – May 2012

A branch of the Diocese of Stockton catering to the university student body

Responsible for weekly emails to list members, promotions design/publication, inputting email signups

Launched and maintained a new website, streamlined email campaigns from 30 person batches to a single batch using new enterprise technology

Copartner at Sui Generis Marketing

July 2008 – June 2009

Built a messaging platform connecting restaurants with a new lunchtime demographic

Market research design and aggregating results, market messaging; daily texts on lunch specials

Meeting restaurant owners and selling marketing services targeted to the high school demographic

Additional Skills

Customer Service

Promotions Design

Adobe Photoshop

Market Research

ERP/Data Analysis

Financial Analysis

Excel Pivot Tables

Brainstorming techniques

Project Management

General Web Editing

POS Programming

Risk Analysis