

Andrew Nunes, CSW
www.andrew-nunes.com
anunesconsulting@gmail.com
(209) 914-4547

Education

Society of Wine Educators, Certified Specialist of Wine Feb 2013
Extensive study of viticulture, oenology, wine regions, and service in intense 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 and one of the largest online retailers for fine wine in the US
Purchasing and auctioning private collections, assisting Senior Buyers research/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 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, strategical analysis; developed recommendations for distributor acquisition
Attended CWI export seminar, wrote a thorough business plan, designed labels for the Hong Kong market

Sommelier at Wine & Waffles of Alameda April 2014 – January 2016
-New upscale wine bar, 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, leaflet promotions for special events, organizing special events
POS design, quarterly menu launches; sales, purchases, and inventory reports
Managed purchases with over 20 distributors; 90 wines, 25 BTG and a \$4.5k monthly budget
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 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
-At Stanford and Santa Clara Universities, as well as Bombay and Delhi, India
Introducing guest speakers; including venture capitalists, CEO's, entrepreneurs
Delivering business lectures 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, worked with winemaker 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

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| 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 |