

R. WALT OGGERO

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EDUCATION

Clemson University, Clemson, South Carolina, USA December 2018
Bachelor of Science, Business Management

Wine & Spirit Education Trust, Level 2, Napa Wine Institute, Napa, CA August 2019

Kedge Business School, Talence, France March 2024
Master of Science, Wine and Spirits Management

SUMMARY OF QUALIFICATIONS

- Optimistic professional that utilizes sound judgment and decision-making skills coupled with commendable leadership in establishing a strategic vision, generating financial success, and delivering positive results to organizational functions.
- Experienced in responding quickly and properly to changing circumstances; assessed problems, formulated comprehensive decisions to achieve positive change, and refocused on new priorities; Inventory Management
- Adept at developing positive customer relationships to procure high-end clients and accounts.
- Proficient in standard computer applications, including Microsoft Applications.
- Familiar with managerial and financial accounting functions.

EXPERIENCE

Domaine Chandon, Experience Host, Napa, CA, April 2021 to Aug 2022

- Create a world-class visitor experience Perform wine service and tastings for all visitors.
- Drive sales and club acquisitions by implementing strategic sales skills and adequately representing the history of Chandon.
- Applied knowledge of principles and processes in providing customer and personal services, assessing customer needs, meeting quality standards of services, and evaluating customer satisfaction.
- Consistently maintained a high level of professionalism and integrity in dealing with clients and building long-term relationships with all management levels.

Colgin Cellars, Operations Associate, Napa, CA February 2019 to Aug 2022

- Set up offerings and assist clients with order placement.
- Manage shipment of all DTC wines domestically and internationally.
- Coordinate and relabel wines for release to Importers.
- Manage cellar and Colgin Inventory System, including the yearly inventory of the entire Colgin library.
- Oversaw and directed the movement of entire Colgin Library of wines to new storage facility (\$130 million+ worth of wine)
- Assist CFO and Operations Manager in month-end and year-end reporting.
- Analyze trends in the wine industry and track historical pricing.
- Engage and assist high net worth individuals with wine procurement and logistics.

Clemson Wine Bar, Clemson, SC, May 2018 to December 2018

- Wine and food service to customers, including recommending wines from around the world.
- Proven ability to manage multiple tasks and assignments simultaneously in a fast-paced business environment; Regular POS duties and handling multiple tables at once.
- Meeting with wine distributors to evaluate wines for menu expansion; Inventory.

SUMMER EXPERIENCE

Vineyard Vines, Sales Associate, Tiburon, CA May – August 2016, December 2017 & 2018

Ram's Gate Winery, Host and Bar Support, Sonoma, CA May - August 2016

J.Crew, Sales Associate, Corte Madera, CA May - August 2014 & May - August 2015

Williams Sonoma, Stockroom Associate, Corte Madera, CA May – August 2014