

ANASTASIIA GOSTINSHCHIKOVA

WINE SPECIALIST

+995 551 51 93 44

gostinschikova@gmail.com

Tbilisi

SKILLS

Cellar Management

Vendor Relations

Tasting Events Coordination

Wine Selection And Pairing

Private Wine Tours Organization

Sales And Distribution Expertise

Communication Skills

Marketing Creativity:

Presentation Skills

Wine Sales

LANGUAGES

English

Spanish

REFERENCES

DAVID HMELIDZE

Eclipse

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david@eclipse.ge

KSENIIA ZAKHAROVA

St. Bunny

xeniaza@yandex.ru

ABOUT ME

As a versatile wine professional, I bring extensive experience from creating wine lists for restaurants to promoting wineries. I have a deep understanding of cellar management, a passion for customer education, and a proven track record of organizing successful wine events. My talents extend to sales and distribution, where I've cultivated relationships with winemakers and distributors, optimized inventory, and boosted wine sales. I am eager to contribute these skills and experiences to your team.

WORK EXPERIENCE

SOMMELIER

ST.BUNNY | TBILISI

JUN 2023 - NOV 2023

- Led a comprehensive overhaul of wine list focusing on unique selections
- Established high-value partnerships with top-tier vineyards and distributors
- Executed a dynamic pricing strategy, boosting wine sales by 10%
- Enhanced guest experience through personalized wine recommendations and service
- Import and distribution of wine from abroad

MANAGER OF WINE EVENTS

WINE CLUB | TBILISI

NOV 2022 - PRESENT

- Managed a variety of wine events, exceeding client expectations in attendance
- Established key relationships with wineries and distributors for enhanced event quality
- Designed private wine tours for corporate clients, offering personalized experiences
- Created marketing campaigns for event promotion, leveraging various advertising channels

MANAGER OF WINE SALES

ECLIPSE WINERY | TBILISI

MAY 2021 - JUN 2023

- Boosted wine sales by 20% in first year through a strategic plan
- Identified growth opportunities by analyzing market trends
- Raised team performance by 15% with a sales incentive program
- Established key partnerships, increasing sales volume dramatically

EDUCATION

BACHELOR

SAINT-PETERSBURG HUMANITARIAN UNIVERSITY OF TRADE
UNION | SAINT-PETERSBURG

2022

- Mastered conflict resolution, international relations & peacebuilding theories
- Developed crucial communication skills through specialized training
- Gained significant understanding of psychological dimensions influencing conflicts
- Acquired practical skills in mediation, dispute management & promoting cooperation

PASS WITH MERIT

WSET 2 | LONDON

2022

- Skilled across prominent wine regions, varieties, & winemaking techniques
- Proven expertise in wine tasting, production, and food pairing
- Proficient in wine service, storage best practices, & cellar management
- Knowledgeable about wine business, labels regulations, and quality factors

GRADUATE CERTIFICATE

KABISTONI | TBILISI

2023

- Absorbed vast knowledge about the intricate Georgian wine culture
- Gained expertise on indigenous Georgian grape varieties and cultivation techniques
- Understood impact of traditional wine-making methods like qvevri and clay fermentation on the wine styles
- Developed a nuanced palate through guided Georgian wine tastings
- Gleaned insights into Georgian wine's role in global markets and its cultural significance
- Acquired practical knowledge in Georgian wine tourism, key regions, and practices