

MASSIMILIANO UNTERNÄHRER



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Career Objective

Find a Full-Time job in Marketing in the Wine and Spirits Industry starting January 2026.

After 3 experiences in the Hospitality industry as a Sommelier, I want to continue my learning journey in the world of Wine and Spirits and use what I have learned during my Master's program at Kedge.

Additional Skills

- Fluent in English, Italian and French.
- Intermediate in German and Spanish
- Strong communication skills
- Quick learner

Work Experience

2025

Maison Chaperon

Assitant

- Logistics & Operations:
- Managing inventory (incoming/outgoing stock, occasional stocktaking)
- Sales & Customer Relations:
- Drafting and updating commercial offers
- Communication & Social Media:
- Creating content (posts, stories, newsletters)

2024

Aux 4 Coins du Vin

Sommelier

- Took charge of wine recommendations throughout service along with food orders
- Upsold from their 2,000 bottle list alongside their wines by the glass.
- Assisted in Masterclass tastings hosted by Mestrezat Grand Crus
- Managed Cellar inventory with the Sommelier team

2022_2023

67 Pall Mall Verbier

Junior Sommelier

- Took charge of wine throughout service along with taking food orders
- Upsold local wines and Biere de Verbier to all customers
- Participated in start and end-of-season events at the Clubhouse
- Catered to local school in Verbier

2020-2021

Grissini at Crystal
hotel St Moritz

Kitchen Intern

- Worked in Garde-Manger, Viande, Poisson, Entremétier and Pâtisserie
- Offered help to all sections throughout service
- Participated in Chaîne de Rôtisseur Winter Gala

Education

2023-2025

Kedge Business
School Talence Campus

Master of Science in Wine and Spirits
Management

2019_2022

Les Roches Global
Hospitality
Education

Bachelor of Business Administration in Hospitality Management
with marketing specialization



Certifications

2019

Les Roches Global
Hospitality Education

Association Suisse Sommelier Professionnel