



ANASTASIA SHAPOSHNIKOVA
EXPORT/COMMERCIAL/WINE TOURISM INTERN

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PROFILE: MSc student in Vineyard & Winery Management (Bordeaux Sciences Agro/ISVV), combining wine production knowledge with a commercial and client-focused approach. Experienced in customer-facing roles, team coordination, and business analysis. Seeking a 5–6 month internship from May 2026 in a dynamic estate where I can support both operational activities (visits, tastings, customer experience) and contribute to commercial development.

EDUCATION:

MSC VINEYARD & WINERY MANAGEMENT | In progress, expected Dec 2026

Bordeaux Sciences Agro/ISVV (Institut des sciences de la vigne et du vin), Bordeaux, France

The programme combines in-depth wine production knowledge with business and commercial training, including market analysis, consumer behaviour, strategic marketing audits and business development projects.

POSTGRADUATE CERTIFICATE IN TEACHING RUSSIAN AS A FOREIGN LANGUAGE | 2017 - 2018

St. Petersburg State University, St. Petersburg, Russia

BA IN MEDIA STUDIES | 2012 - 2016

St. Petersburg State University of Film and Television, St. Petersburg, Russia

SELECTED BUSINESS PROJECTS:

- Global business audit (Corpinnat producer, NDA) - positioning & commercial development perspective; synthesized market/brand context into strategic recommendations.
- Marketing audit (Bratanov Winery, Bulgaria) - brand & market diagnosis; recommendations for positioning and commercial development.

WORK EXPERIENCE:

CELLAR INTERN | June - October 2025

Château de France – Grand Cru Classé, Pessac-Léognan, Bordeaux, France

- Participated in key stages of winemaking process during harvest period

LANGUAGE SCHOOL MANAGER | November 2020 - December 2023

Frog School, St. Petersburg, Russia

- Managed daily operations with a strong focus on client experience and retention
- Led business development initiatives increasing enrolments by 40%
- Coordinated marketing activities and customer communication
- Analysed customer behaviour and demand to support strategic decisions

SKILLS:

COMMERCIAL & MARKETING: market analysis, competitor monitoring, basic pricing & positioning, channel understanding

CUSTOMER EXPERIENCE & OPERATIONS: client interaction & welcoming, event support & coordination, cross-cultural communication

ANALYTICAL & BUSINESS: Excel, SQL (basic), Stata, reporting & data analysis, presentation

LANGUAGES:

Russian - Native

English - C1+

French - A2, in progress

CERTIFICATES:

Google Data Analytics, 2022

CAE, 2019