

QIANQIAN LIU

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PROFILE

Sommelier-oriented wine professional with a background in Viticulture & Enology and hands-on experience across winery hospitality, fine wine service, and cellar operations in Napa Valley. Experienced in delivering structured tastings, food and wine pairing guidance, and personalized guest experiences. Particularly interested in refined dining environments where wine service supports a cohesive gastronomic experience.

EXPERIENCE

Sommelier – Hess Persson Estates

Napa, CA, USA | Oct 2022 – Jun 2025

- Delivered guided tastings and wine experiences for an international clientele in a premium winery setting
- Presented wine styles, terroir expression, and vintage variation with a focus on clarity and guest engagement
- Provided tailored wine recommendations based on guest preferences and food context
- Contributed to wine club conversions through relationship building and consistent service quality
- Maintained high service standards aligned with luxury hospitality expectations

Beverage Sales Specialist – BevMo!

Napa, CA, USA | Jan – Jun 2025

- Advised customers on wine and spirits selection with attention to pairing, style, and occasion
- Developed strong knowledge of key wine regions, grape varieties, and producer styles
- Supported visual merchandising and stock organization to maintain a clean and accessible retail environment

Event Coordinator – ONEHOPE Winery

Napa, CA, USA | Oct 2022 – Oct 2023

- Coordinated private wine events and pairing dinners in collaboration with culinary teams
- Assisted in aligning wine selections with menu structure and guest expectations
- Ensured smooth service flow and attention to detail throughout the guest experience

Enology / Harvest Intern – Schramsberg & Davies Vineyards

Calistoga, CA, USA | Jul 2022 – Sep 2024

- Participated in harvest operations including grape sorting, fermentation monitoring, and cellar work
- Developed a practical understanding of traditional method sparkling wine production
- Supported quality control processes and maintained precision in cellar operations

Lab Technician – Trinchero Family Estates

St. Helena, CA, USA | Jul – Nov 2023

- Conducted routine laboratory analysis to support fermentation tracking and quality assurance

Entrepreneur – Online Fresh Food Retail

Beijing, China | Oct 2019 – Jan 2020

- Managed customer relations and direct sales, developing strong communication and service awareness

EDUCATION

Burgundy School of Business (BSB)
University of California, Davis

MBA in Wine & Spirits Management
B.S. in Viticulture & Enology

Dijon, France | 2025 – 2026
Davis, CA, USA | 2018 – 2022

SKILLS

- Wine pairing & tasting presentation
- Fine wine service & guest interaction
- Knowledge of Old World & New World wines
- Cellar operations & stock management
- Event coordination in wine-focused environments

LANGUAGES

Mandarin (native) · English (fluent) · French (basic)

CERTIFICATIONS

- WSET Level 3 Award in Wines, WSET level 2 Award in Spirits, Wine & Spirits Service