

# ERIN DI COSTANZO

PO Box 133, Oakville CA 94562 | 917 699 6957 | erindicostanzo@gmail.com

I am a richly experienced senior wine buyer, sommelier, and vintner, with a proven record of excellence and profitability in the Napa Valley wine world. My goodwill and my established linkages in the broader network of the wine industry will make me a valuable addition to a dynamic and energetic team.

## **Proprietor, Di Costanzo Wines, St. Helena, CA | 2014 – Present**

- Director of all sales, marketing, fulfillment, brand strategy and hospitality for Di Costanzo Wines, a critically acclaimed Napa Valley Cabernet house, with a classical focus.
- 1000 cases produced, distributed domestically and internationally.
- Accolades from Decanter, Bloomberg, San Francisco Chronicle, Vinous, JancisRobinson.com, Wine Enthusiast.

## **General Manager, ACME Fine Wines, St. Helena, CA | May 2008 – November 2018**

- General Manager, head buyer and lead sales person at iconic Napa Valley retailer, leading team to gross over \$4 million in sales in 2018.
- Incubated and launched new wine projects partnered exclusively with ACME, including brand development and strategy, strong emphasis on writing and creating copy.
- Critically tasted and analyzed between 150-350 wines each month, both domestic and international. Wrote and executed private and public email campaigns highlighting chosen wines.
- Managed four monthly wine clubs, from purchasing to crafting newsletters. Without ever repeating a selection, purchased large volumes of coveted and top-quality wines at favorable margins.
- Maintained a private, personal client base of 1000+ customers, whose buying habits vary from one special bottle to large corporate gift campaigns, shipped locally or overseas.
- Worked closely with external fulfillment channels, as well as managed in-house shipping and logistics.
- Managed dynamic staff, overseeing hiring, employee performance reviews, goal setting and attainment.
- Other hats: main liaison with e-commerce provider (Nexternal); actively ran Quickbooks, all social media, concierge outreach, community networking; hosted public and private in-store consumer tastings.

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## Wine Director: PRESS, St. Helena, CA April 2007- May 2008

- Over 12 months, reduced existing, unwanted inventory by approximately \$60,000, reduced Cost of Goods Sold by approximately 5%, and increased wine sales by at least 10% each month. Exceeded all monthly and quarterly wine sales goals.
- Brought focus, esteem and quality to a wine list during a period of high turnover and transition.
- Built warm and lasting relationships with the St. Helena and Napa Valley wine community.

## Sommelier: Del Frisco's Steakhouse New York, NY February 2003- April 2007

- Key player in superlative wine program in a high-volume, high-end steakhouse, with between \$7-10 million in wine sales per annum.
- Sommelier on the floor five nights a week, offered food and wine pairing suggestions and tableside decanting in an 18,000 square foot restaurant.
- Executed weekly inventory and organization of 1,600 selections (20,000 + bottles) of wine, stored in five different on-premise cellars.

## NOTABLE

A Certified Sommelier with accreditation from the American Sommelier Association and the Court of Master Sommeliers, I have been a featured speaker, panelist and wine educator for organizations like the Napa Valley Vintners, The Wine Sisterhood and Mighty Summit. My views on wine have been featured in the Napa Valley Register, Women & Co, Loam Baby, the New York Daily News, and I was featured in Wine Enthusiast Magazine's 40 Under 40: America's Tastemakers (June 2013) as well as the Spring 2016 issue of Lucky Peach Magazine.

## EDUCATION

University of the Pacific, School of International Studies, Stockton, CA  
Bachelor of Arts, Global Economic Relations | Bachelor of Arts, French Language and Literature

University of Montpellier II, School of Management (IAE)  
International Management