

Jonathan C. Zeiger

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Wine Entrepreneur with 5 years of industry experience in various fields of expertise

Goals:

- Scale ZGR Imports to a national presence in wine, beer & travel utilizing WinesofMarche.com
- Obtain Sommelier Level 2 Certification
- Obtain Master's Degree in Agriculture from the University of Ancona

Work Experience:

Importer/President, ZGR Imports, LLC - Dana Point, CA

July 2012-Present

- Import wines with focus on the Marche, Italy
- Vend to distributors wholesale, sell direct-to-consumer via ecommerce
- Build brand awareness and educate consumers about relatively unknown wine region
- Coordinate special events- tastings, dinners, art nights, etc.

Bartender, San Clemente Wine Company - San Clemente, CA

June 2015-Present

- Serve tasting room guests with an approachable professionalism so as to create a fun, engaging and welcoming environment for all levels of wine knowledge
- Work with tasting room team to provide guests with superlative experience, maintain shop cleanliness and ensure all daily tasks are completed in an effective manner
- Guide retail customers through store selection to find the wine that is right for them

Harvest Crush Intern, Palisades Wine Co. - Calistoga, CA

August - December 2012

- Cellar Management - work & learn the winemaking process from receiving to bottling
 - Receive & crush grapes, commence cold-soak macerations and/or fermentations
 - Rack wines, fill & roll barrels
 - Sanitize Sanitize Sanitize

Agritourism Intern, Lavanda Blu Agriturismo - Carassai, Italy

May - June 2011, May 2012

- Field work
- Prepare guest areas

Vineyard Field Hand, Chateau Brandeau - Castillon, France

June 6 - July 6 2011, June 4 - June 24 2012

- Summer vineyard care
 - Leverage- orienting vines to grow vertically
 - Empamprage- removing unwanted shoots from trunks and rootstocks

Education:

Sonoma State University Extended Education, February 2012-August 2013

Wine Business Certification, Wine Entrepreneurship

- Create industry-focused business plans
- Run winery simulations through an online interface to determine costs and profits on a given line of wine

University of Arizona, January 2008-August 2011

- B.S. Agribusiness Economics & Management

Skills:

- Level 1 Sommelier
- Proficient in Microsoft Office
- Foreign Languages: Intermediate Italian
- Efficient and effective worker, close attention to detail
- Self-starter, punctual and timely
- Quick learner, excellent communication skills

Personal, Professional, and Academic references available upon request