

SOMMELIER

DONNA PRESTON

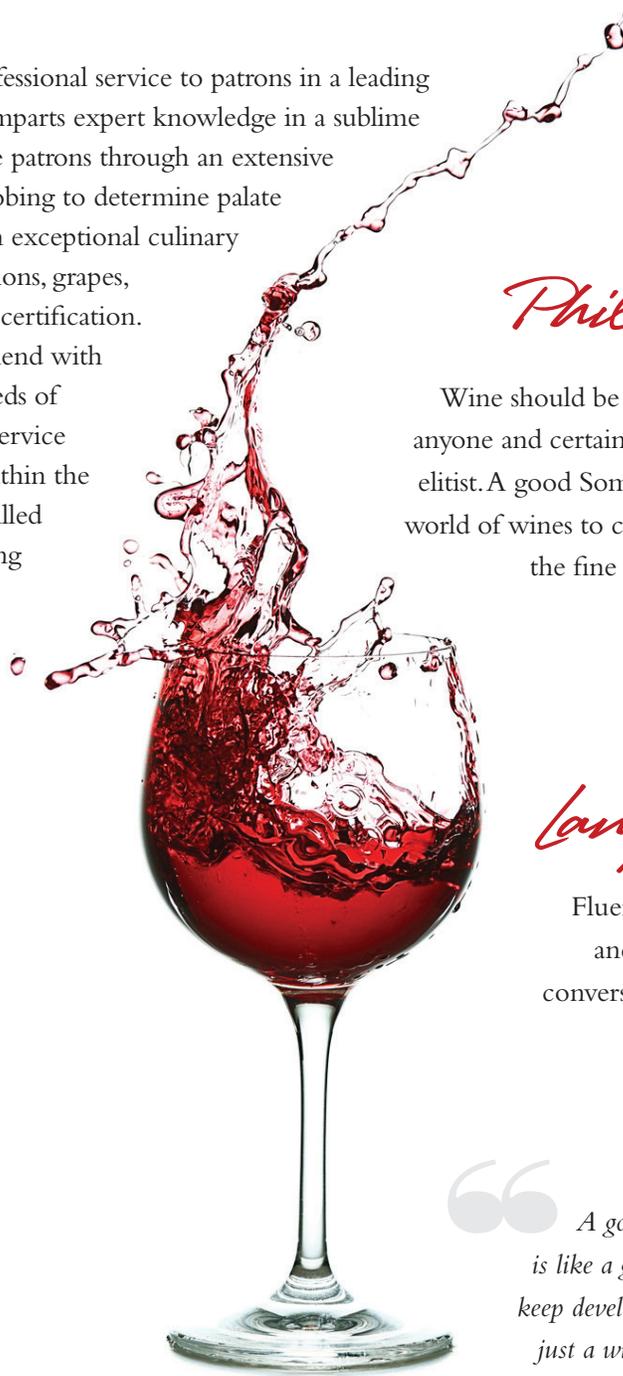
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Fine wine ambassador, providing flawless and professional service to patrons in a leading exclusive restaurant. Passionate Sommelier who imparts expert knowledge in a sublime manner that eschews intimidation. Expertly guide patrons through an extensive wine list from an award-winning cellar, gently probing to determine palate and budget, and recommending wine to create an exceptional culinary experience. Possess an intimate knowledge of regions, grapes, vineyards and vintages of each wine, with WSET certification. Collaborates with Chefs to build wine lists that blend with the philosophy of the restaurant and meet the needs of clientele. Committed to the highest standards of service with a proven ability to contribute at any level within the restaurant to ensure the satisfaction of patrons. Skilled at sharing wine list features with staff and providing training in wine service and tasting techniques.

- Wine & Champagne Service
- Cellar Management
- Wine Pairing
- Decanting Service
- Wine List Management
- Relationship Building
- Stock Control & Rotation
- Wine Tastings & Presentations
- Staff Training
- Wine Programs
- Menu Planning
- Marketing
- Solution Selling
- New Business Development
- Supplier Negotiation & Purchasing

Qualifications

WSET Advanced Certificate Level 3 | Wine & Spirits Education Trust, 2010
Responsible Service of Alcohol, 2007
Bachelor of Agribusiness (Viticulture), Curtin University, 2007



Philosophy

Wine should be easily accessible to anyone and certainly not daunting or elitist. A good Sommelier opens up a world of wines to clients and enriches the fine dining experience.

Languages

Fluent English, French and Italian, as well as conversational Mandarin.

“ A good Sommelier is like a good wine ... they keep developing. Donna is not just a wine lover, she is an avid learner and strives for perfection. ”

J.VOGEL - WSET TRAINER, 2010

SOMMELIER DONNA PRESTON

Professional Experience

SOMMELIER 2009 – Present

The Riverside, WA

Multi award winning fine dining restaurant with diverse clientele.

Hand-selected to assist the Head Sommelier, Bruno Laruccio, to effectively reach and service a large clientele in a busy, upmarket restaurant with an extensive wine list comprised of over 2000 national and international wines. Built rapport with clients, sharing knowledge of wines and regions in order to assist with beverage selections and showcase the impressive range of wines within the restaurant's cellar. Managed the cellar, rotate stock and liaise with suppliers and importers, negotiating prices and delivery.

- Met with importers and attended tastings, as well as training sessions to rapidly expand knowledge of the entire wine list.
- Collaborated with the Chef, established a new dining option, 'The Chefs Menu' which was carefully paired with appropriate wines for each course and drove increased sales in chosen wines.
- Introduced quarterly events such as 'Steak & Wine Nights' and 'Wine Pairing' with combined presentations from the Head Sommelier and Chef. A resounding success; events were so well attended they were held monthly and were booked out 4 months in advance.
- Devised 'The Sommelier's Latest Pick' program, highlighting a new wine each month with tasting notes, a review and a recommendation on food pairing. Increased sales of featured wines by a minimum of 46% each month.
- Awarded 'Rookie of the Year' in 2009 and 'Employee of the Year' in 2010 in recognition of contributions and performance.

WINE SALES REPRESENTATIVE 2008 – 2009

Augustine Wines, WA

Distributors of premium national and international wines.

Recruited to promote a floundering brand across multiple channels including on and off premise customers. Restored the company's reputation and reignited sales, reclaiming 70% of the original client base and boosting sales with 40 new clients.

- Delivered budgeted revenue in 8 months and exceeded the annual budget by 67%.
 - Introduced marketing programs including feature wine programs.
 - Implemented tasting calendars to increase brand awareness and sales.
 - Represented the company's wine portfolio at trade events to promote the brand.
 - Gained greater presence for the brand through signage, promotional items and in-store positioning.
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Awards

Best Newcomer Award,
WA Sommeliers Assoc. – 2010

Professional Memberships

Sommeliers Australia
WA Sommeliers Assoc.

“ Whilst only a young Sommelier, Donna is one of the best in my opinion. Listening to her describe a wine is like being told a love story absolutely exquisite! ”

P.TROUSET – FOOD CRITIC, 2013



STRATEGY

Donna has made an impact in the world of professional Sommeliers and was one of only four people invited to apply for the Head Sommelier position in a soon-to-be launched fine dining restaurant. The Owner of the business is an internationally acclaimed Chef and positions within his restaurants are highly prized.

Donna needed to make an impact and wanted a résumé that showcased her passion for wine, as well as her significant achievements in a relatively short career.

Working with the wine theme, fonts and colours were chosen to reflect the feel of a contemporary, upmarket wine list. The use of graphics was designed for added impact.

During exhaustive information gathering sessions, we were able to capture Donna's finest achievements and present a career history reflecting success. Her love of wine is infectious; she clearly knows what she is talking about and genuinely loves sharing this with others. We wanted that to come through in the résumé, hence the inclusion of a philosophy statement, which sums up her approach to the role.... she wants people to use Sommeliers to their advantage and dispel the myth that they exist only to serve those with high incomes.

Like many people, Donna excels at discussing her craft, yet when it comes to speaking about herself she falters. The résumé filled her with confidence and worked; she is now the Head Sommelier at a fabulous restaurant!

Donna's résumé was written for the Australian market, hence the spelling and dates are in accepted Australian formats.