



SEBASTIAN PACHECO

I'm an Argentinian wine professional with a tremendous desire to communicate wine to the world. More than just a "Somm", I see myself as a storyteller, a very passionate, energetic brand ambassador and above all, a wine lover. I'm currently looking for opportunities on the wine trade to work with distributors/importers as a Brand Ambassador and organize wine events for the on-off premise.

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WHY YOU SHOULD HIRE ME

After you see me speaking about your brand, you will want me to take care of all your presentations. I have the knowledge, international experience, passion and charisma that separates me from the rest. If you want your customers to be talking about your brand, create a strong impact and translate all that into more sales, I'm here for you. I enjoy working across multiple departments to exceed your clients expectations, on- and off-premise. Preferred roles: brand ambassador, sales, marketing and events-related functions.

LATEST EXPERIENCE

Head Sommelier / Remote Sales

The Vines of Mendoza Resort & Spa + Vines Global (Feb 2020 - Apr 2020)

Sommelier

Celebrity Cruises, Celebrity EDGE (Jul 2019 - Feb 2020)

Head Sommelier

Cheval Blanc Randhell, a LVMH Resort (Sep 2018 - Nov 2018)

Probably the best resort in Maldives, Cheval Blanc Randheli it's a brand part of the LVMH Hotel Management group. In a short period of time I managed to achieve an outstanding record sales and obtained wonderful guest feedback. It was an extraordinary experience that allowed me to go back to service, deal with purchases and deal with high-end clients and guests (C-Suite executives, royalty and celebrities)

PREVIOUS WORK EXPERIENCE

Wine educator

Inglenook Estate, Napa Valley (Jul 2016 - Jul 2018)

As a wine educator I was in charge to interact with all guest who visited the property. I worked not only at the tasting room but also as a tour guide for public tours, private experiences, trade visitors (distributors and media) and VIP visits (Coppola family friends and family). Working with Inglenook gave me the chance to understand the US market from both, the winery perspective and consumer point of view. It also offered me insight on wine distribution business as many distributors will come to visit the winery and talk to us. Among many other things, I was #1 in sales of all one of wine educators in 2017, helped as much as I could in all the Members event the winery organized, I gave a private tour to Bill Murray, I had the pleasure to hang out with Philippe Bascaules (Managing Director at Château Margaux and Director of Winemaking at Inglenook) and I even participated in a short film directed by Eleanor Coppola.

Wine Director/Corporate Sommelier

Seabourn Cruise Line (Jan 2014 - Jun 2016)

I was in charge of training the staff all over the fleet and develop strategies to increase revenue sales. I also assisted the Purchasing department on what wines to buy and I worked closely with the Corp. Restaurant & Bar Manager to improve Seabourn wine related products. I was also in charge to plan and execute F&W Cruises. We successfully organized 3 of them which received incredible feedback plus generated unseen revenue due to stock rotation and exclusive events and tastings.

Finally, one of my biggest achievements was to train the opening team of The Grill, Chef Thomas Keller inspired restaurant onboard Seabourn. The intensive training sessions took place in Napa Valley and it was an incredible opportunity for me to learn and be part of Chef Keller Culture.



WSET
LEVEL 3 WINES & SPIRITS
CERTIFIED

