

Sebastian Pacheco

Wine + Sales + Events

HERE'S MY STORY:

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 story-teller, a very passionate and energetic person and above all, a wine lover. Currently looking to relocate to USA to work on Hospitality, Wine Education, Marketing, Sales and Events-related functions.



LATEST EXPERIENCE

Head Sommelier CHEVAL BLANC RANDHELI (LVMH)

Probably the best resort in Maldives, Cheval Blanc Randheli is a brand part of the LVMH hotel management group. In only 2 months I managed to achieve an outstanding record in sales and obtained wonderful guests feedback. It was an extraordinary experience that allowed me to go back to service, dealing with purchases and getting to deal with high-end clients and guests (C-Suite executives & celebrities)

WORK EXPERIENCE

Inglenook - Wine Educator

JULY 2016 - JULY 2018 (NAPA VALLEY, CA)

As a Wine Educator, I'm was in charge to interact with all guests who visited the property. I worked not only at the tasting room but also as the tour guide for public tours, private experiences, trade visitors (distributors and media) and VIP visits (Coppola family friends and family)

Working at Inglenook gave me the chance to understand the US market from both, the winery perspective and consumer point of view and insight on the wine distribution business as many distributors will come to visit the winery and talk to us.

Among many other things, I was number 1 in sales of all wine educators in 2017, helped as much as I could in all the events the winery organized (I love planning and executing events), I gave a private tour to Bill Murray, I had the pleasure to hang out with Philippe Bascaules (Managing Director at Ch. Margaux) and I even participated in a short film directed by Eleanor Coppola.

Seabourn Cruise Line - Director of Wine , Corp. Sommelier

NOVEMBER 2012- JUNE 2016 (WORLDWIDE)

As a wine consultant for Seabourn Cruise Line, I was in charge of training the staff all over the fleet and develop strategies to increase revenue sales. I also assisted Purchasing on what wines to buy and I worked closely with the Corp. Restaurant & Bar Manager to improve Seabourn wine product.

I was also in charge to plan and execute the F&W cruises. We made 4 in total and we received incredible feedback. We gave a lot of rotation to our wine inventory thanks to the events and tastings.

Finally, I trained a team of waiters and sommeliers that opened the first Thomas Keller restaurant onboard Seabourn, The Grill, back in June 2016. The training took place over 2 weeks in Napa Valley and it was an incredible opportunity for me to see, learn and be part of Chef Keller culture.

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 a personality that separate 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'm great at working with Marketing & Sales teams to exceed your client expectations; on and off premise.

CONTACT:

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