

NICHOLAS JAZGUNOVICH

NYC, N.Y./Sea Girt, N.J.

917-488-8993

EXPERIENCE:

Lauber Imports/Southern Glazer NY, NY

Director of Key Accounts

August 2015-Present

- Responsible for the development and success of supplier portfolio of brands
- Drive brand success via leadership and actively supporting the efforts of sales reps and district managers
- Lead all parts of the sales process including targeting top accounts and positioning brands for success within the account
- Regularly interact with field management for updating programing and brand priorities, brand standards leading to successful execution in the market
- Provided detailed tracking reports of wholesaler performance against agreed to supplier objectives
- Develop key account relationships that deliver measurable results
- Coordinate trade events, account tastings and compliance tracking on national account programs
- Preplan and execute flawless supplier visits with winery owners and export directors
- Worked with suppliers using BI data in SG Proof and SG Compass

M.TOUTON WINES, NY, NY

2015

September 2012-August

Director of On-Premise New York/New Jersey

- Responsible for building On-Premise Division in New York, New Jersey
- Preplan and execute flawless supplier visits with winery owners and export directors
- Train and mentor new salespeople
- Set up presell tasting events
- Established Target list and Trackers for major suppliers as well as launching new brands and sku's

QUINTESSENTIAL WINES, Napa, CA

September 2012

August 2011-

New York/ New Jersey District Manager

- Responsible for on and off premise sales calls with and without distributor personnel
- Worked with export directors and owners of the companies wineries from around the world
- Preplanned and executed flawless supplier visits the reps from the distributor
- Preplanned and executed flawless supplier events, presells and dinners with key accounts
- Opened 80 new accounts with multiple items

FERRARI-CARANO, Healdsburg, CA

2011

April 2006- August

New York State Manager

- Responsible for on and off premise sales calls with and without distributor personnel
- Extensive knowledge of top on and off premise account contacts
- Proficient at Diver and Darwine sales tracking software and built current database
- Maintain daily and monthly account call log and follow up with a very high close rate
- Increased both the number of accounts sold by 30% over previous year and cases by 15%
- Planned and executed pricing and programming in conjunction with distributor management
- Hosted distributor personnel to winery for extensive training
- Worked all major regions within New York and called on National Accounts based in NY
- Sold NJ and PA markets
- Obtained new wine by the glass placement at New Jersey's largest 72 unit chai

PATERNO WINES INTERNATIONAL, Lake Success, NY
Hotel Specialist /National Accounts

May 2001-April 2006

- Sales to all hotel and restaurant corporations
- Develop and manage tasting and programs for distributor sales force
- Use diver program to target accounts with sales force for brand position
- Developed and utilized key account relationships for brand placements
- Placed many special high end catering events with key brands
- Worked with PA, NJ, DC distributors to sell National accounts
- Worked on pricing and programming with distributors for national accounts
- Obtained 90% of Restaurant Associates Core Banquet List

PREMIER WINE AND SPIRITS, Syosset, NY
2001

June 1999 - May

Hotel Specialist Key Account Manager

- Sold key accounts high end wines from portfolio
- Worked with and motivated sales people
- Executed key supplier programs
- Conducted wait staff training and seminars
- Worked all key consumer events
- Worked with many winemakers and suppliers to obtain distribution
- Placed wines at many movie premiers and award dinners

CAZANOVA OPICI WINE GROUP, Glen Rock, NJ
1999

April 1998 - June

District Sales Manager

- Managed key Manhattan sales group of eight on and off premise
- Recapped and monitored many supplier programs
- Worked with team to achieve quotas and sales goals
- Sold many accounts as house accounts instead of salesperson
- Trained and developed sales people
- Implemented and achieved sales goals for territory

TAVERN ON THE GREEN, NY, NY
1998

September 1996- April

Corporate Beverage Director

CLUB CORPORATION OF AMERICA, ATRIUM CLUB, NY, NY
October 1995

October 1994 -

Food and Beverage Director

RESTAURANT ASSOCIATES, BRASSERIE, NY, NY
October 1994

March 1993 -

Assistant Manager/Controller

THE PLAZA HOTEL, NY, NY
1993

May 1991 - March

Director of Beverage Operations

EDUCATION:

THE PENNSYLVANIA STATE UNIVERSITY
B.S. Hotel and Restaurant and Institutional Management

NYU STERN SCHOOL OF BUSINESS
Finance

COLUMBIA UNIVERSITY
Computer Engineering (current)

WINDOWS ON THE WORLD WINE SCHOOL
SOMMELIER SOCIETY OF AMERICA, Higher Certificate Course,
AMERICAN SOMMELIER SOCIETY, Certificate Course
WSET Wine Level 2 WSET Spirits