

Steven A. Walker

1101 Cherry Ave. #13
Long Beach, CA 90813
(805) 291-6862
Wuchi54@yahoo.com

Objective: Obtain a Position in Customer Service

Areas of Knowledge: Wine Enthusiast, Management Skills, Finance, Excellent Customer Service Skills, POS systems, Positive Attitude, Excellent Communication Skills

Experience: 2011 to Present **Pacific Ridge Vineyards** **Manager** **Los Olivos, CA**

Opened and oversaw construction and maintained wine Tasting Room

Managed and supervised employees of at Tasting Room

Greeted customers, performed wine tasting, and fielded questions regarding the wine

Promoted and managed store wine club, including shipping and signing new members

Trained employees in Tasting Room procedure, etiquette, and wine knowledge

2008 to 2011 **Walker Family Vineyards** **Owner** **Carlsbad, Ca**

Oversaw and managed wine production at Terravant Winery in Buellton, CA

Managed sales force and personally sold wine to restaurants and wine stores throughout Southern California

1998 to 2008 **Gilford Securities** **Fixed Income Department Manager** **Irvine, CA**

Managed a Fixed Income Bond Department

Personally handled bond transactions on a daily basis, as much as \$100 million a day

Increased department profitability and consulted on clients' investment portfolios

Education: **University of California at Davis**

Introduction to Wine Making, Wine Chemistry, Sensory and Evaluation Analysis of Wine, Wine Tasting Room Management

Bachelor of Science Business Administration with an Investment Finance Concentration

California State University at Long Beach, California

Skills: Proficient in Microsoft Word, Excel, Black belt Choy Li Fut Kung Fu, Tai Chi, and Kenpo Karate

References Available Upon Request