

**Johl Smilowski**  
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**RELATED WINE, HOSPITALITY & ENTERTAINMENT EXPERIENCE:** Born and raised in the Willamette Valley (Portland, Oregon), I have worked in fine wine, craft beer, artisanal spirits, food & beverage and (wine) sales for the majority of my professional life. While promoting wines, spirits & beers, I have successfully integrated my work within bars, fine dining, catering and on & off-premise wine sales. Currently, I'm prepping for The Court of Masters exam', pursuing my Cicerone Certification and studying the history and production of mezcal and rum.

**PROFESSIONAL EXPERIENCE:**

**2015-2016 The Kitchen At Grove**, Sommelier, FOH (Jersey City, NJ)

Wine buyer and adviser to General Manager and overall "front of the house" help as a Sommelier, Server, Runner & Busser. Maintained wine, beer, beverage inventory.

**2015 Gurney's Resort, Regent Cocktail Club**, Barback (Montauk, NY) [www.gurneysmontauk.com](http://www.gurneysmontauk.com)

A Hampton's seasonal position. Worked under the guidance of managing partner and world renowned Cuban mixologist Julio Cabrera. Improved my speed of work, time management and overall efficiency behind the bar.

**2013-2014 Czech Wine Imports**, Import, Distribution & Sales (New York, NY)

Launched in late 2012, first salesperson to introduce Czech wines to the United States consumer. Successfully building and expanding market share & brand development, while focusing on aggressive sales in the New York City metropolitan area.

**2013 Penner-Ash Wine Cellars**, Harvest Intern (Newberg, OR) [www.pennerash.com](http://www.pennerash.com)

Assisted in the boutique winemaking process for the 2013 vintage. Wonderful learning experience, while working with their flagship Pinot Noir, Syrah, Viognier and Riesling varieties.

**2012-2013 Aviva Vino**, Import, Distribution & Sales (New York, NY) [www.avivavino.com](http://www.avivavino.com)

Dedicated to on & off-premise accounts. Aggressively developed sales and company market share throughout the Manhattan & Brooklyn markets. Increased personal sales growth numbers first seven consecutive months of employment.

**2012 Vintage Wines, Inc.**, Import, Distribution & Sales (New York, NY) [www.vintagewinesinc.com](http://www.vintagewinesinc.com)

Successfully managed and maintained pre-existing and new on & off-premise (NYC/Brooklyn) accounts. Dedicated to opening new accounts and increasing company market share.

Hot-SellingBooks  
200-300 books  
www.Hot-SellingBooks.com

SELLING MORE BOOKS THAN A STARTUP ENTREPRENEUR: How One Author in the  
Amazon #1 Best-Seller (Nonfiction, Kindle) Learned to Sell Her Personal Books. With a  
passionate fan base (which includes the #1 New York Times Best-Selling Book of All-Time).  
Part 1: How to Successfully Implement My New Author Site, This Guide: A Guide to  
More Sales. Chapter 1: An Interview for the First Time Author, Part 1: A Guide to  
Building a Book Site and the Benefits of Doing It Yourself

Hot-SellingBooks.com

Part 2: The Key to the Broad, Successful, FCH (Retailer ID: N)

Many people who want to create books say "they're not a good fit" in the  
genre, "they're not good for personalization,"

Part 3: How to Create a Great Reader Experience (Kindle, Print, and Ebooks)

A Kindle's Kindle position. A Kindle under the category of books that has more following (Genre:  
Nonfiction, Kindle, Publishing with the goal of making this book a best-seller) before the book

202-302: (Such as Kindle, Reader Configuration, Print, Kindle (Print, NY) and Kindle (Print, NY))

Published in the 202-302, the reader's choice of books that have a following (Genre:  
Nonfiction, Kindle, Publishing with the goal of making this book a best-seller) before the book

202: Kindle-Kindle Configuration, Kindle (Print, Kindle, NY) in KindleBooks.com

Published in the 202-302, the reader's choice of books that have a following (Genre:  
Nonfiction, Kindle, Publishing with the goal of making this book a best-seller)

202-302: Kindle-Kindle Configuration, Kindle (Print, NY) (www.KindleBooks.com)

Published in the 202-302, the reader's choice of books that have a following (Genre:  
Nonfiction, Kindle, Publishing with the goal of making this book a best-seller)

202-302: Kindle-Kindle Configuration, Kindle (Print, NY) (www.KindleBooks.com)

**2012 Junoon Restaurant**, Sommelier (New York, NY) [www.junoonnyc.com](http://www.junoonnyc.com)

Sales driven Sommelier, at Michelin Star Flatiron establishment. Focused on the upkeep and maintaining of the wine cellar and dining room sales. Additional duties included a high degree of customer service, while maintaining the accuracy of the wine list, as it pertained to inventory and the "up-selling" of glass pours & bottles.

**2010-2011 Chelsea Wine Vault**, Sales (New York, NY) [www.chelseawinevault.com](http://www.chelseawinevault.com)

Thrived in upscale sales boutique and storage facility. In multi-functional installation, I positively contributed to day-to-day profits and responsibilities associated with my sales specific position. Attended to high-profile clientele and led store in individual monthly gross sales.

**2009-2010 Warehouse Wines & Spirits**, Sales (New York, NY)

Helped customers navigate over 5,000 different wine labels (SKU's), representing all major growing regions and appellations. Sold nearly 1,000 different spirits, aperitifs and cordials. Maintained high-end customer base.

**1998-2009 Events & Promotions**, Wine Event Promoter (San Diego, CA) [www.events-promotions.com](http://www.events-promotions.com)

Promoted a plethora of goods and services at retail and grocery outlets, conventions and event trade shows. Wine promotions included the likes of Beringer, Mondavi, Gallo and additional "new & old world" wine makers.

**2004-2005 Wolfgang Puck**, Fine Dining, Banquets & Catering, Captain & Waiter (Los Angeles, CA) [www.wolfgangpuck.com](http://www.wolfgangpuck.com)

Positive team member (and Captain) of the wait staff, for various high-profile events such as the Academy Awards, Emmy's and Golden Globes. Consistently worked for a high-end clientele.

**2002-2005 Patina Restaurant Group**, Fine Dining, Banquets & Catering, Waiter (Los Angeles, CA) [www.patinagroup.com](http://www.patinagroup.com)

Catered successfully at highly acclaimed venues such as the Walt Disney Philharmonics, Dorothy Chandler Pavilion, Hollywood Bowl and the Spirit Awards. Regularly attended to a high-profile customer base.

**EDUCATION:**

- Wine & Spirits Education Trust, International Wine Center, New York, NY, Advanced Certification
- Sommelier Society of America, New York, NY, Sommelier Certification
- University of California, Los Angeles, CA, Independent Studies & Research
- Columbia University, New York, NY, Independent Studies & Research
- Saint Martin's University, Olympia, WA, Contemporary English/19th & 20th Century U.S. History
- De Anza College, San Jose, CA, Journalism

**PERSONAL:** Published writer, playwright, award-winning filmmaker, former model and collegiate athlete, with an affinity for linguistics. I continue to learn Spanish, Portuguese & Czech, with a genuine drive to learn Italian and French; they are applicable to my studies in culture, wine, beer & spirits.



Name Smilansky, Joel H.  
Servers Test Score / 35

Multiple Choice

A 1) Food is served on what side with what hand?  
a) On the left side with the left hand  
b) On the left side with the right hand  
c) On the right side with the left hand  
d) On the right side with the right hand

D 2) Drinks are served on what side with what hand?  
a) On the left side with the left hand  
b) On the left side with the right hand  
c) On the right side with the left hand  
d) On the right side with the right hand

D 3) Food and drinks are removed on what side with what hand?  
a) On the left side with the left hand  
b) On the left side with the right hand  
c) On the right side with the left hand  
d) On the right side with the right hand

B 4) What part of a glass should you handle at all times?  
a) The stem  
b) The widest part of the glass  
c) The top

D 5) When you are setting a dining room how should you set up your tablecloths?  
a) Neatly and evenly across the tables  
b) The creases should all be going in the same directions  
c) The chairs should be centered and gently touching the table cloth  
d) All of the above

D 6) If you bring the wrong entrée to a guest what should you do?  
a) Go back into the kitchen and patiently wait in line behind the rest of the servers until it's your turn  
b) Inform the guests that you will bring the correct entrée once everyone else in the dining room is served  
c) Try to convince the guests to eat what you brought them  
d) Go back into the kitchen to the front of the line and inform the expeditor that you need a different entrée

Match the Correct Vocabulary

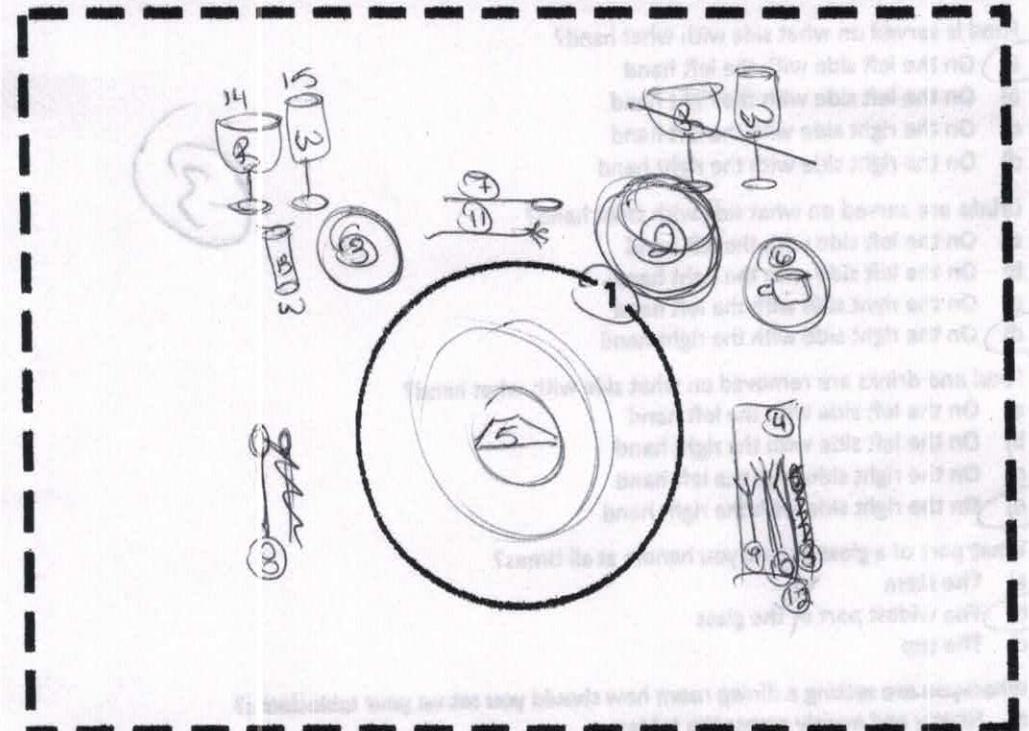
D Scullery  
E Queen Mary  
A Chaffing Dish  
B French Passing  
G Russian Service  
F Corkscrew  
C Tray Jack

A. Metal buffet device used to keep food warm by heating it over warmed water  
B. Style of service where food is prepared or served individually at the dinner table to fit the customer's specific taste (i.e. providing dressing and pepper for salad or handing out bread to each patron)  
C. Used to hold a large tray on the dining floor  
D. Area for dirty dishware and glasses  
E. Large metal shelving unit for prepared food to be held or for dirty trays to be stored  
F. Used to open bottles of wine  
G. Style of dining in which the courses come out one at a time

Name Smilzinski, foul, H.

**Servers Test**

Score / 35



**Draw a formal place setting containing all of the following:**

1. Service Plate	7. Teaspoon	13. Water Glass
2. Salad Plate	8. Soup Spoon	14. Red Wine Glass
3. Bread Plate & Knife	9. Salad Fork	15. White Wine Glass
4. Napkin	10. Dinner Fork	
5. Name Place Card	11. Dessert Fork	
6. Tea/Coffee Cup & Saucer	12. Dinner Knife	

**Fill in the Blank**

1. The utensils are placed 2-3 inch (es) from the edge of the table.
2. Coffee and Tea service should be accompanied by what extras? Cream & Sugar.
3. Synchronized service is when: French / Batter Ballet Style.
4. What is generally indicated on the name placard other than the name? MR, MRS, MS, Miss, Jr, or Title.
5. The Protein on a plate is typically served at what hour on the clock? 3:00 o'clock.
6. If a guest asks for a specialty dinner (i.e. Gluten-Free or Vegetarian) you should do what immediately? Yes ma'am, Yes Sir, Accommodate.

**Multiple Choice (6 points)**

1) Carbonation \_\_\_\_\_ the rate of intoxication.

- a) Slows down
- b) Speeds up
- c) Does nothing to

2) What are the six most commonly used spirits?

- a) Sweet and Sour, Triple Sec, Grenadine, Midori, Lime Juice and Cranberry Juice
- b) Vodka, Whiskey, Gin, Bourbon, Rum and Tequila
- c) Chardonnay, Cabernet Sauvignon, Champagne, Merlot, Sauvignon Blanc, Zinfandel
- d) Kahlua, Vodka, Frangelico, Gin, Tequila, Spiced Rum

3) You can accept an expired ID as long as all other information is correct.

- a) True
- b) False

4) If someone has had too much to drink, serving them coffee will help sober them up.

- a) True
- b) False

5) What are the acceptable forms of ID for Alcohol Consumption?

- a) State or Government Issued ID Card or Drivers License
- b) Passport or Passport ID Card (as long as it lists the person's date of birth)
- c) School ID or Birth Certificate
- d) A & B
- e) A, B & C

6) If there is no shaker tin available to scoop ice for a drink, it is okay to use a glass.

- a) True
- b) False

10

**Vocabulary (9 points)**

Match the word to its definition

C "Straight Up"

- a.) Used to crush fruits and herbs for craft cocktail making

S Shaker Tin

- b.) Used with the Shaker Tin to prevent solid material from entering a cocktail glass when poured

N "Neat"

- c.) To serve chilled liquor in a chilled stemmed cocktail glass with no ice

M Muddler

- d.) To pour  $\frac{1}{2}$  oz of a liquor on top

S Strainer

- e.) Used to measure the alcohol and mixer for a drink

J Jigger

- f.) Used to mix cocktails along with a pint glass and ice

B Bar Mat

- g.) Used on the bar top to gather spills

F "Float"

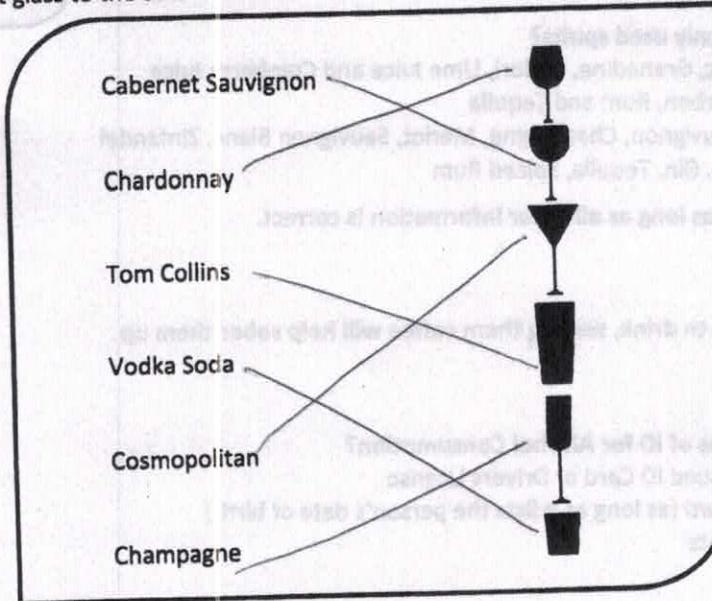
- h.) Requesting a separate glass of another drink

H "Back"

- i.) Means to serve spirit room temperature in a rocks glass with no ice

**Glassware (6 points)**

Match the correct glass to the drink



**Answer and Question (14 points)**

Provide examples of 3 brand name "top shelf" spirits (3 points):

① Russian Standard (VODKA) ② Stoli (VODKA)  
③ Thomas Jefferson (Bourbon)

What are the ingredients in a Manhattan?

Bourbon, Orange Liqueur, Ice

What are the ingredients in a Cosmopolitan?

Vodka (or Gin Based) Triple Sec, Cranberry

What are the ingredients in a Long Island Iced Tea?

Rum, Vodka, Tequila, Simple Syrup

What makes a margarita a "Cadillac"?

With orange liqueur.

What is simple syrup?

Sugar - Liquid + water

Is it legal to pour liquor from one bottle into another? What is this called? (2 points)

No Mixing

What should you do if you break a glass in the ice? New One / Clean + Replace

When is it OK to have an alcoholic beverage while working? Never!

What does it mean when a customer orders their cocktail "dirty"? Drugs / Bluejice

What are the ingredients in a Margarita? Tequila, Simple Syrup, Lime, Ice + salt, / and/or Triple Sec and/or Orange juice,