



# NIKITA GURJAR

WINE PROFESSIONAL  
NATIONALITY: INDIAN

## JOB RESEARCHED

WINE AND SPIRITS SALES AND  
MARKETING ASSISTANT

## CONTACT

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## LANGUAGES

ENGLISH- FIRST LANGUAGE  
MARATHI- MOTHER TONGUE  
HINDI- THIRD LANGUAGE  
FRENCH-INTERMEDIARY-  
UNIVERSITY OF BORDEAUX

## THESIS

ANALYSIS OF INTERNATIONAL  
STRATEGIES EMPLOYED BY WINE  
EXPORT COMPANIES IN BORDEAUX  
IN THE MARKETS OF USA AND  
CHINA|2017

## EXPERIENCE

### SALES AND MARKETING ASSISTANT

WINE PATHS, BORDEAUX | APRIL 2017 - JUNE 2018  
A WEB-SITE OFFERING LUXURY WINE TOURS IN VINEYARDS SUCH AS:  
CHATEAU MOUTON ROTHSCHILD, CHAMPAGNE BOLLINGER, JACOB'S CREEK,  
CLOUDY BAY, ANTICA WINERY AMONG OTHERS...

- Assisted in sales operations for member wineries
- Helped devise new marketing strategies
- Assisted with public relations and digital marketing functions

### MANAGEMENT TRAINEE

THE OBEROI HOTEL, DUBAI| 2015  
5 STAR HOTEL

- Assisted managing a luxury hotel
- Served as a **sommelier** at the restaurant
- Studied the market, researched potential clients
- Assisted in inventory and management of the restaurant

### FOOD AND WINE CRITIC FOR RESTAURANTS

MUMBAI FOODIE, INDIA | 2013 - 2015

- Canvassing new partner restaurants and wine bars
- Assisted with sales and marketing operation
- Helped form collaborations for the website

## EDUCATION

KEDGE BUSINESS SCHOOL, BORDEAUX | 2016-2017  
MASTER OF SCIENCE WINE AND SPIRITS MANAGEMENT

UNIVERSITY OF BORDEAUX | 2018

FRENCH LANGUAGE DIPLOMA - LEVEL 5

INSTITUTE OF HOTEL MANAGEMENT, MUMBAI, INDIA|  
2013-2016

BSc HOSPITALITY AND TOURISM

MMCC, JUNIOR COLLEGE OF SCIENCE, PUNE, INDIA| 2011-  
2013

## ACHIEVEMENTS

WINE AND SPIRITS EDUCATION TRUST LEVEL 3 | 2017  
PASS WITH MERIT

### PRIZES FROM THE INDIAN GOVERNEMENT

1ST, 6TH AND 13TH RANK AMONG 8000 STUDENTS  
NATIONALLY IN 3 SEMESTERS OF BSC HOSPITALITY AND  
TOURISM, MUMBAI, INDIA

IELTS LANGUAGE TEST (ENGLISH) | 2016

SCORE 8.5/9

## SKILLS

- Wine sales in a luxury environment- 5 star hotel
- Marketing and web marketing
- Client Relationship Management
- Content management

## SOFTWARES USED

- CRM- Teamleader
- Microsoft Office Pack
- Wordpress, EZ Publish
- Adobe Illustrator, Photoshop
- Mailchimp
- Facebook Business Manager