

WINETALENT

The Right People for the Job

Director of Winemaking

WineTalent is working with our client, O'Neill Vintners and Distillers, on a Director of Winemaking position at their Parlier, CA location. O'Neill is a family owned and operated company producing wines and spirits for customers throughout North America. The company is a premier bulk wine producer with a state-of-the-art production facility and a team of winemakers dedicated to quality production. This is an exciting opportunity to join a growing company.

Roles and Responsibilities:

- Oversee all aspects of wine production.
- Hire, direct and manage winemaking staff.
- Direct winemaking and wine blending to satisfy bulk and bottling programs according to volume, specification and style.
- Develop and maintain consistent wine styles for key customers using sales and production data.
- Interact with Grower Relations team on grape schedules and picking decisions.
- Ensure safe and efficient cellar operations.
- Interact with the Operations team on new equipment and infrastructure needs.
- Work with the sales team to ensure availability of wines for various programs and plan for long-term inventory.
- Ensure strong commitment to customer relationships and involvement in routine customer meetings.
- Winemaking department budgeting, planning, and forecasting.

Qualifications:

- Bachelor's degree in Viticulture and Enology, Food Science, Fermentation Science, Chemical Engineering, Process Engineering or related.
- At least 7 years of winemaking experience in a winemaking facility.
- Personnel management experience.
- Proven palate with the ability to evaluate wines with confidence and clarity.
- Strong organizational, problem-solving and analytical skills.
- Ability to work within a dynamic organization with changing priorities and workflow.
- Proven ability to manage multiple projects concurrently.
- Prior budgeting and P&L management experience.

WineTalent is an executive search firm focused on the wine industry. If you are interested in applying for this position, please email your resume to amy@winetalent.net. All communications will be kept strictly confidential.