

# A Reputation for Success

Nelson Staffing's Wine and Beverage group is a Specialty Markets division dedicated exclusively to recruiting and placing top talent for the dynamic beverage industry across the wine, beer, and spirits categories. Based in Northern California, Nelson's Wine and Beverage group is widely recognized as *the* resource for all levels of beverage industry talent. Our recruiters are industry experts with the national networks and the technology to identify, qualify, and deliver hard-to-find professionals who will drive your unique business to its next level of success.

Nelson's services include recruiting for executive and mid-management positions in sales, marketing, administrative, and operations staff.

## Industry Experts

Nelson Wine and Beverage is a full-service talent acquisition company focused solely on the wine and beverage industries. Our client list ranges from internationally recognized name brands to regionally popular boutique labels.

Nelson's recruiting and staffing team has been serving clients since 1970. Every client, regardless of footprint in the industry, can count on our personal touch to ensure that our recruiting and staffing services are customized to individual client requirements and meet the demands of the most challenging staffing situations.

Solid knowledge of the wine and beverage industry, strong industry contacts, and our extensive candidate database, give us the ability to provide staff for virtually any position.

## Client Focused

We're proud of the strong client relationships that we've forged over the years. In fact, we've been serving some of our clients for so long that they consider us a part of the family—and we think of them the same way.

We work closely with each client to develop a clear understanding of their company's core values, business goals, market, and staffing needs; then we tailor recruiting programs and, where necessary, staffing solutions to ensure that we're providing the finest and most qualified talent available.

When you're looking for a real partner to help you manage your recruiting or your staffing needs, call Nelson.

### Some of the positions we fill:

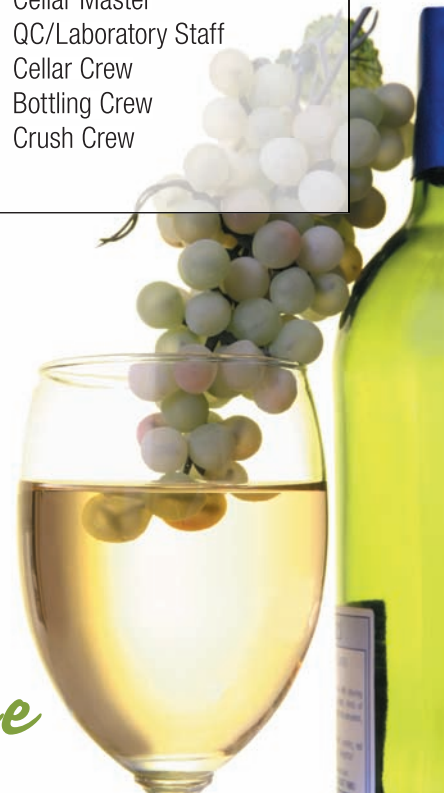
| <b>SALES</b>   | <b>FRONT OFFICE</b>   | <b>CLIENT/CUSTOMER RELATIONS</b>   | <b>OPERATIONS</b>  |
|--|---|--|--|
| Director of Sales<br>VP of Sales<br>Divisional VP of Sales<br>National Accounts Manager<br>Regional Accounts Manager<br>Area Accounts Manager<br>State Accounts Manager<br>District Accounts Manager<br>Key Accounts Manager | CEO<br>CFO<br>HR Director<br>Executive Assistant<br>Compliance Specialist<br>Accounting Support<br>General Office Support<br>Shipping/Receiving | Marketing Director<br>Brand Manager<br>Chain Manager<br>PR Director<br>Wine Club Manager<br>Special Event Staff<br>Hospitality Staff | Winemaker<br>Production Manager<br>Enologist<br>Cellar Master<br>QC/Laboratory Staff<br>Cellar Crew<br>Bottling Crew<br>Crush Crew |



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## A Thirst for Excellence