

JOSH EDELMAN
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EDUCATION

- **The Wine School** **2014**
Santiago, Chile
WSET Level 3 Advanced Award in Wines & Spirits
Grade: **Pass with Distinction**

- **Devon Wine School** **2011**
Crediton, UK
WSET Level 2 Intermediate Award in Wines & Spirits
Grade: **Pass with Distinction**

- **University of Bath** **2007 – 2011**
Bath, UK
BSc (Hons) in International Management with Spanish
Grade: **2:1**
 - Course included a 9-month work placement in Chile

- **Sherborne School** **2001 – 2006**
Sherborne, UK
A- Level: Spanish (A),
Latin (A),
Mathematics (A),
Biology (B)
GCSE: 2 x grade A*'s,
7 x grade A's

EMPLOYMENT

- ❖ **VSPT Wine Group, Santiago de Chile** **2011 – 2015**

Export Manager, UK & Sweden November 2012 – January 2015
 - In charge of the prestigious UK export market, overseeing a broad range of accounts; multiple retailers to independent wine merchants.
 - Managing all VSPT brands in Sweden, selling to the state-owned monopoly, Systembolaget, through a number of importers.
 - Managing the tendering process for the whole of the Nordic monopoly market.
 - In charge of all Spanish to English translations for the company.
Export Manager, Nordics November 2011 – November 2012
 - Initially at VSPT managing certain brands in Sweden, Finland, Norway & Iceland.
 - Market research, managing client relations and B2B & B2C activities (fairs, tastings, etc.).
 - Management of the unique tendering process for the Nordic monopoly markets.
 - In charge of all Spanish to English translations for the company.

❖ **TradeChile, Santiago de Chile**

January 2010 – April 2010

Market Analyst

- Part of a 6-person team, responsible for compiling trade reports for North American clients looking to enter the Chilean market.
- Elaboration of market studies, organizing transmissions and identifying Chilean counterparts for foreign clients.

❖ **Deloitte & Touche – Audit Department, Santiago de Chile**

July 2009 – January 2010

Junior Auditor

- Managing the application of the latest IFRS accounting methods, as part of the audit process.
- Attending meetings with the client and assisting in documenting its internal control systems.

❖ **Cross Keys Pub, Sherborne (Dorset), UK**

June 2006 – December 2006

Barman & Waiter

- Worked for an established food and drinks pub in south-west England.
- Honed my customer service skills in a Hospitality setting, working both at the bar and waiting tables.

VOLUNTARY WORK

❖ **Pahamune House Orphanage, Sri Lanka**

July 2005 – August 2005

Orphanage Worker

- Working in a Sri Lankan orphanage that cared for orphans of the 2004 Tsunami.
- Teaching English and Music, overseeing activities for the children and creating timetables and programmes.
- Delivering a lecture about my experience to my school.

SKILLS, INTERESTS & ADDITIONAL INFORMATION

- **Fluent in Spanish (Written and Oral)**
- **Intermediate Level Portuguese**
- **Basic Level French**

- **“The Art of Negotiation”, MBA Training Course (April 2013)**
ESE Business School, Universidad de los Andes, Santiago de Chile
- **Deloitte Audit Training Course (July 2009)**

- **Working Areas of Interest:** Sales, Marketing, International Markets, Wine & Spirits, Hospitality.
- **Software:** Advanced Level MS Office, Touch-Type at 65 Words per Minute.
- **Personal Interests:** Wine, Food, Languages, Literature, Guitar and Music
- **Sport:** Rugby, Football, Distance Running, Scuba Diving, Squash, Golf, Snowboarding.

- **Date of Birth:** 19.03.1988
- **Marital Status:** Single