Allison Duarte

// Tasting Room Associate

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> SUMMARY

Tasting Room Associate with 2 years in wine country hospitality, leading tastings for up to 60 guests a day at a family estate winery. Sells wine club memberships and bottles on the POS system, knows the estate's 14 wines by vineyard block, and pours under California responsible beverage service rules.

> SKILLS

• Wine Tasting • Wine Club Sales • Wine Knowledge • POS System • Cash Handling • Responsible Beverage Service • Food and Wine Pairing • Event Setup • Hospitality • Customer Service

> EXPERIENCE

Tasting Room Associate 05/2025 - Present

Templeton Hills Winery Paso Robles, CA

- Lead seated wine tasting flights for up to **60 guests** a day, walking each group through 5 estate wines.
- Sell wine club memberships at the bar and patio, signing 74 new members in 2025 against a goal of 50.
- Process bottle and case sales on the POS system, with cash handling that balanced to the dollar on 98% of closes.
- Verify guest IDs and pace pours under responsible beverage service rules, passing 2 county compliance checks.

Server 08/2024 - 04/2025

Park Street Bistro Paso Robles, CA

- Served 25 to 30 tables per shift from a menu built around a 40-label local wine list.
- Recommended wine and food pairings to guests, lifting by-the-glass wine sales in the section by 15%.
- Opened and closed the dining room, setting 18 tables and polishing stemware to the manager's standard.
- Answered winery and tasting questions from visitors, sending 10 to 15 tables a week to nearby tasting rooms.

> EDUCATION

Associate of Science 05/2025

Allan Hancock College Santa Maria, CA

Viticulture and Enology

> CERTIFICATES

Responsible Beverage Service (RBS) Certification 07/2024

California Department of Alcoholic Beverage Control

WSET Level 2 Award in Wines 02/2025

Wine & Spirit Education Trust