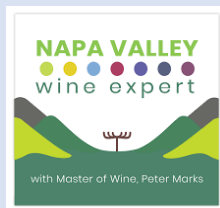


# MARIO VIVAS, SWS, FWS



MARIO ROBERTO VIVAS ROMA

**WSET3™ / Spanish Wine Scholar™ / French Wine Scholar™**

**Argentina Wine Specialist™ / Napa Valley Wine Specialist™**

**IACS Cigar Sommelier Diploma™ /**

**Musician, Writer, Customer Relationship and Sales Manager (16 years)**

**Team Leader**

1976 Feb 14<sup>th</sup>, single, today resident in the city of Rio de Janeiro, Brazil. I've visited 14 countries, especially interested on cultural and wine (where relevant) aspects.

Travelling soon to US, to visit vineyards areas, available to work devotedly all over the world as wines require. US VISA (B2 tourist) renewed last month.

Fluent English, Spanish and Portuguese.

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Recently I've published a book about wine as an art and pairings, for sale on

Amazon.com <https://www.amazon.com.br/gp/product/B0BNW9424Q/> (prefaced by eminent Portuguese winery owner);

## MAIN SKILLS

- Group management (held for 20 years in a financial institution, as well as in a music studio, for a similar period);
- Fluent English and Spanish (the fictional book "*Um voo para Sauternes*" was also released in Spanish and English, with translation by the author himself);
- Excellent communicability and writing (derived from training, published books, passion for literature and constant exercise in the corporate world and social media);
- Knowledge on wine service, pairings, consultancy, copywriting;
- Creativity (working in arts, music studio, as well as assembling strategies to achieve economic results for the bank/company);
- More than 20 years successfully dealing with all sorts of people, clients and teammates;

## PRETENSIONS

- Job at wine market in wineries, collaborating in production, tasting, product development, representing brands to customers, introducing and talking to customers, arranging events;
- Job at cigar market (such as *Cigar Sommelier*) with customers, producers, dealers;
- Act for groups in the area of hospitality, nautical, resorts, gastronomy, handling wines, cigars etc;
- Be flexible in different and unforeseen circumstances, maintaining the high level on job, for clients, staff and owners;
- Dedication and commitment to high levels of performance, minimizing losses, maximizing opportunities, in commitment to quality;
- Produce copywriting, communication to customers etc;
- Dealing directly with people from everywhere;

## **FORMATION**

### **Getúlio Vargas Foundation (FGV)**

Executive Training in Wine Markets (Oct 2020)

### **University of Rio de Janeiro State**

Literature (in.1997 – 2000)

### **Brazilian Association of Financial and Capital Markets Entities**

CPA 20

### **Captaincy of The Ports of Rio de Janeiro**

Amateur skipper and motonaut

### **Coffee Lab (Sao Paulo)**

Barista

## **PROFESSIONAL EXPERIENCE**

### **BANK OF BRAZIL (2000 - 2021)**

Business Manager and Customer Relationship (Sales performance and team leadership), deep and successful experience dealing with clients of diverse profiles.

### **ABS-RJ (Brazilian Association of Sommeliers)**

- \* Host of live class about Cigar and wine pairings;
- \* Prepared the wine list for a luxury tiny house in Rio de Janeiro Mountain;
- \* Supported Tourism Office about the quality, kind and number of wines for an absolute successful event);
- \* As a sommelier, prepared pairing tastings and service for private events in Rio de Janeiro, Brasília and São Paulo;

## **WINE PRACTICE IN ABS-RJ (since 2018):**

Pomerol Masterclass (C.I.V.B) / Masterclass Saint-Émilion (C.I.V.B)  
Masterclass Grand Cru by Chablis / Australian Wine Course  
Petits Chateaux de Bordeaux / Châteauneuf-du-pape, the pope's wine  
Jewels of Spain / Under the Tuscany sun  
Uruguay beyond the tannat / War of the Reds: Burgundy vs. Rhône  
New Zealand Wines / Riesling: Alsace and Germany  
Vega Sicília, among the world top /

## **PLATEAU FILM PRODUCTIONS (2009-2018)**

Composer, musician, producer, co-writer. Acting in the company productions, owner  
Mr. Silvio Coutinho.

### ***Achievements in arts:***

- Winner of the Rio 450 years EBC 2015 Festival (Music)
- Natal (Brazil) Film Festival Award 2013 (producer/composer)
- Author of the original soundtrack of the *documentary "Ruth de Souza, a human being we wanna keep closer"*
- Author of the soundtrack of the documentary "*Chapéu Estrelado*", by director Silvio Coutinho.
- Author of the original soundtrack of other films: "*Bitter Days*", "*Combining the rascality*"
- Published books (for sale on Amazon e-commerce):  
*"Retrato do Parque na Memória"*  
*"Nó que aperta o amor de alguém"*  
*"Old Andalusian Dog"*  
*"Glorias à vida numa noite urbana" (drama)*