



*Se former pour avancer,
pour réussir*

Training in Wine & Spirits
SOMMELIER / WINE CONSULTANT DIPLOMA

TRAINING FROM SEPTEMBER TO JANUARY
Promotion 2017 - 2018



Why choose CAFA Formations training school?



Careers in the Wine and Spirits Trade

The International Wine and Spirits School created by CAFA in 1986 is based in Bordeaux, in the heart of the historical wine merchant quarter of the "Chartrons." We welcome students from all over the world who are passionate about wine and who wish to train in the art and techniques of wine tasting, vinification and in viticulture in France as well as other notable world wine regions, in order to be the most efficient in their work field: Sommelier, Importer, Distributor, Merchants, Restaurants, Wine Shops...

A unique team of professionals

More than an art of living, wine is a passion. Of this passion, our teachers, experts in oenology, put all their know-how to work in order to pass it on to you. They are women and men who are certified with high ranking diplomas in Oenology and Sommellerie / Wine Stewardship and who have solid professional experience in the International Wine Industry. Our teachers' main desire is to pedagogically share their passion and know-how with you as best they can.



Stéphane BOUTITON - Sommelier

- > Chef sommelier "Les Sources de Caudalie"
- > Consultant "Domaine Uby"
- > Wine Expert for Quali-Bordeaux St Emilion
- > Diploma University d'Aptitude à la Dégustation
- > Commercial Directeur CHR Fce "L. Lurton & Fils"



Cyrille BLEEKER - Maître Sommelier

- > Boutique Manager for B. Magrez at Chât. Pape Clément
- > Lead Sommelier at the Rest. "Gourmand Prunier"
- > Sommelier at Le Fouquet's in Paris
- > Assist. Head Sommelier under Olivier Poussier



Éléonore CUZANGE - Œnologue

- > National Diploma of Oenology
- > University Credential degree in Biochemistry
- > Research Engineer in Sensory Analysis at ISVV (Wine and Vine Institute - University of Bordeaux) and Quali Bx under Professor Gilles de Revel



Leigh BARKLEY - Sommelier

- > International sommelier Guild
- > Chef Sommelier at Max Bordeaux / Wine Gallery & Cellar
- > Sommelier instructor for École Wine Art Bordeaux
- > Wine Tasting instructor for Metropolitan Bar School



**Annabelle MISPELLOM-BEIJER
Formatrice en Vins et Spiritueux**

- > Diplôme universitaire d'aptitude à la dégustation (DUAD)
- > Assistant winemaker
- > Wine journalist
- > Trainer in tasting



Gilles ROCHEL - Sommelier

- > Sommelier at Sofitel Strasbourg
- > Head Sommelier at Rest. Le Chapon Fin
- > Sommelier-caviste at St Emilion and in Médoc
- > Resp. animations and tastings La Winery
- > University Degree Wine, Culture and Tourism University of Dijon



- Mark BILLAM-WALKER - Consultant International en Vins et Commercialisation**
- > International Wine and Wine Marketing Consultant (co-founder of MIND YOUR WINE)
 - > Wine Professor: BEM/Kedge MVS program (Master's degree in Wine and Spirits Management)



Jacky DABIN - Formateur en gastronomie

- > Former Manager / Chef "Atelier des saveurs" in Pau
- > Former chef in various renowned restaurants, "La Table de Montesquieu" at la Brède near Bordeaux, "Café Cosme" in Marseille ...
- > BM Pâtisserie



Avec l'aimable collaboration

- Inter Rhône, CIV Alsace, BIV Bourgogne, CDV Provence, CIV Loire, BNI Cognac, CV Roussillon, CIV Languedoc, CIV du Sud Ouest, CIV Champagne, CIV Beaujolais

What is a Wine Consultant/Conseiller en Sommellerie?



The “Sommelier Wine Consultant” / “Conseiller en Sommellerie” in French, selects the products to offer to his/her customers: wines and spirits. Before negotiations with suppliers, he/she must first proceed in the tasting. Procurement must be consistent with the framework, scope, reputation and customer requirements. He/she thus establishes the list of wines, after their evaluation and determines their year of issue. He/she must ensure the management of all alcoholic beverages available on the market. He/she also advises the customer on food and wine pairing. He/she is able to serve or explain the wine service to customers.

From a technical point of view, he/she must understand the principle grape varieties and the production of wines, know the great growths and producers of renowned wines and the different types of wines, as well as their respective characteristics.

In general, we find “Sommelier Wine Consultants / Conseiller en Sommellerie” in the restaurant business, merchant houses, production, wine tourism, sales or distribution whereby the principal function is to select wines, negotiate their terms of sale, present them and advise them directly or indirectly to customers and consumers.

The Sommelier Wine Consultant is an expert in wines, spirits, liqueurs, champagnes... His/her knowledge enables one to advise clients according to their tastes, desires and means. He/she is also responsible for inventory management in the company. He/she advises third parties on the wines that will appear on one’s restaurant wine menu or on a retailer’s product price list.

Objectif de la formation



The following competencies:

- Find and select wines
- Tasting of wines and spirits
- Manage and cellars develop trade deals
- Advise wines and alcoholic beverages
- Organize promotional events and conduct wine tastings

Public:

Everyone passionate about wines and spirits

Enrollment Requirements:

Holder of at least one:

- High School Diploma, A levels, or Baccalauréat
- Trade School Diploma or Certification

And

- *Must be passionate about wine and spirits*

Training duration:

- 567 hours distributed training beginning, Between September 2017 and June 2018, beginning of courses on September 18, 2017
- 280 hours of work placement / company internship

**Preparing the Wine Consultant Diploma / Conseiller en Sommellerie,
registered by the National Recipient of recognized Professional Certifications (rncp)**



Training program



Languages:



English

or



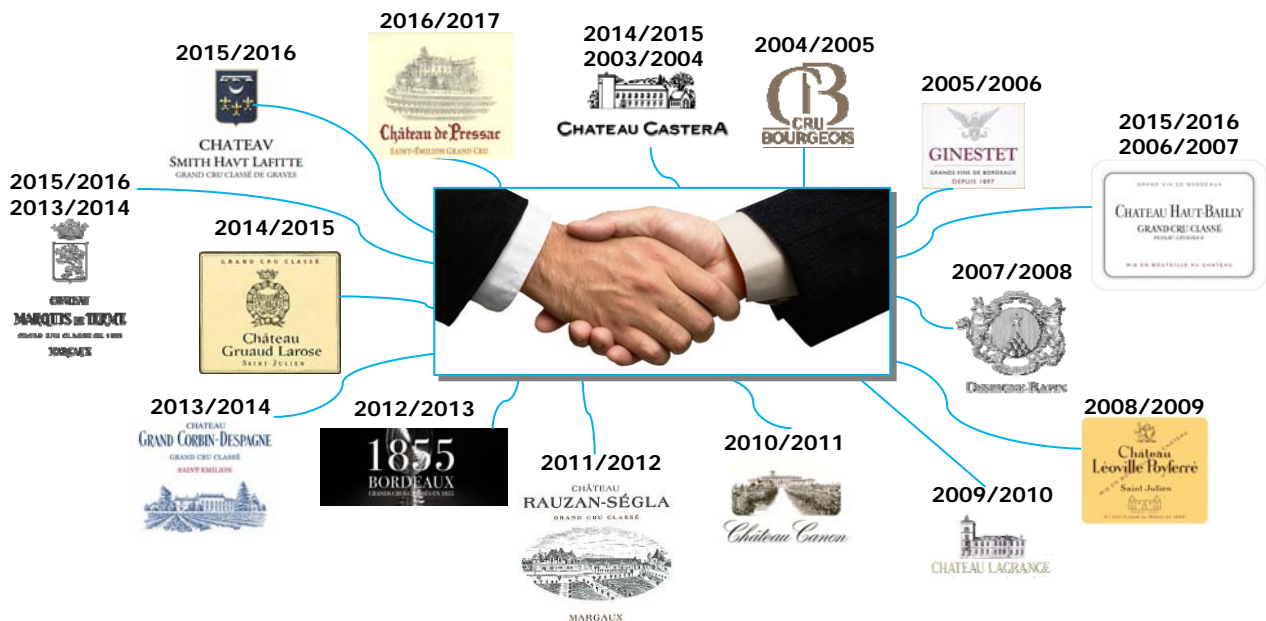
French

Professional education courses:

- Tasting techniques and sensory analysis
- In-depth study of French vineyards
- In-depth study of foreign vineyards
- Knowledge of spirits, cold and hot beverages
- Wine and food pairing and practical workshops in collaboration with chefs
- Sales and commercialization techniques
- Fundamentals in Viticulture and Oenology
- Wine industry and legislation
- Wine markets and marketing
- Commercial management and creation of a cellar / cellar management
- Practical sommelier workshops

Active sponsorship:

- Technical visits
- Following the vintage – in the vineyard and at the vat house
- Participation in blending and futures
- Student prizes



Professional conference:

- Conferences of the Interprofessional Committees (Wine Trade Bureaus) from the various wine regions
- Former students
- Owners, winegrowers, sommeliers, merchant houses, etc ...





Pre-enrollment: September to January

> PERSONAL IDENTIFICATION

Mr Ms Surname/Last name: _____

First name: _____

address: _____

Postal/Zip code: |_|_|_|_|_|_|_|_|

Town: _____

Tel: |_|_|_|_|_|_|_|_|_|_|_|_|

Cellular phone: |_|_|_|_|_|_|_|_|_|_|_|_|

@: _____

Date of birth: |_|_|_|_|_|_|_|_|_|_|

Place of birth: _____

Nationality: _____

> YOUR PROFESSIONAL/WORK EXPERIENCE:

> DOCUMENTS TO BE ATTACHED FOR YOUR ENROLLMENT FILE:

- Your Curriculum Vitae / Resume
- Photocopy of diplomas / certifications
- Photocopy of identity card (passport, National ID card, visa)
- 1 identity photo
- Deposit of 700 Euros (of which 150 Euros used for processing fees)

Cost: 6 875 €

Price includes:

- > Courses taught on our campus in the Bordeaux Wine Merchant sector of the Chartrons
- > All taught subjects
- > The tastings
- > The student field trips and visits
- > The provided aromas and chemistry solutions
- > Lab work and student projects
- > Testing and evaluations
- > Pedagogical support material
- > Professional Company Internship(s)
- > Training and teaching by the graduated instructors and specialized speaker guests
- >The Sponsoring of the promotion by a renowned wine and spirits establishment or Château
- > Exam preparation
- > The CAFA Certificate upon completion of the program
- > The exam registration
- > The processing and administrative fees



Date and signature:
