

# KARL MENDOZA

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## OBJECTIVE

Summer internship position at Raven Cellars winery

## EDUCATION

California Polytechnic State University, San Luis Obispo  
Bachelor of Science in **Agribusiness**, expected June 2008 Class standing: Junior

- Concentration: International Agribusiness Management
- Minor: **Wine and Viticulture**

## RELEVANT COURSEWORK

Wine Compliance and Market Analysis	Wines and Fermented Foods	Branded Wine Marketing
Advanced Viticulture	Logistics in Global Agribusiness	Soil Science

## RELATED EXPERIENCE

California Polytechnic State University, San Luis Obispo

**Winemaking- Syrah** Fall 2006

- Harvested, crushed, and pressed Syrah grapes from Cal Poly vineyard
- Monitored must and sugar content throughout primary fermentation
- Hand bottled 1.5 cases of Syrah 2005

**Wine Compliance and Market Analysis** Fall 2006

- Studied demand shifters, appellations, distribution regulations, operational costs, acreage trends and production
- Conducted research on Chardonnay grapes in Sonoma County; analyzed findings and compiled a comprehensive report on grape acreage and crush data trends

## EMPLOYMENT

Windows on the Water, Morro Bay CA 1/05- Present  
Server

- Provide customer service in an upscale restaurant
- Handle cash transactions and answer phones
- Responsible for large parties of up to 20 people

Central Valley McDonalds Headquarters, Modesto, CA Summer 2003

**Accountant Assistant/ Receptionist**

- Managed sales/accounts of ten restaurants; recorded and balanced daily receipts and bank statements
- Served as Human Resource Department assistant; recorded daily feedback, relayed information to each store, provided customer service
- Handled billings and other administrative tasks

## SKILLS

- Computer: Microsoft Excel, Word, PowerPoint, Minitab, QSB+
- Wine and Viticulture: refractometer, basket press, hydrometer, pruning
- Language: Conversational Spanish

## ACTIVITIES & INTERESTS

- Cal Poly Vines to Wines Club
- Cal Poly Agribusiness Management/National Agrimarketing Association
- International travel