



Tucker Spear

National Sales Manager

Fantesca's National Sales Manager has grown up within the wine industry. His mother, who held influential positions with major importers, helped teach him the fine art of international wine and its sales over the years. The apple doesn't fall far from the tree, as Tucker who is very driven, jumped right into a sales position for Wine Warehouse in Southern California directly after college and quickly became one of their sales leaders. He then made a move into the winery side of the business joining Chalk Hill Estate Vineyards and Winery as their regional manager in 2000. Tucker was their top sales representative for 8 consecutive quarters before being promoted to their National Sales Manager – Western United States in 2002. Tucker managed 24 distributors in 22 states hosting dinners with top restaurateurs, establishing national accounts and managed inventory, pricing and programming. He was awarded the company's top sales representative annually for many years.

Anxious to build a new brand, Tucker joined Fantesca Estate & Winery in 2008 as National Sales Manager bringing all of his experience from a large established brand to the entrepreneurial new winery and custom crush facility. Well connected in the industry, Tucker brings his personal insights, experience and new ideas daily to work for Fantesca. His creation of innovative supplier programs, as well as his presence on the strategy board for Fantesca's growth have been instrumental. He

also enjoys design, having graduated from San Diego State University in 1997 with a B.A. in Applied design. Tucker was influential to Fantesca's design panel while the brand created two new labels over the past year. Always the team player, Tucker stands ready to take on new projects to assist Fantesca's promotions and growth.

Tucker, and his wife Sarah, reside in San Diego when they are not in the Napa Valley doing industry research.



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