



THE LEGIONARIES

Talkshow with Alcobev Stalwarts

presented by
WSCI

The Legionaries is a special edition of talk show with stalwarts from across the world, presented by the house of WSCI - Wine & Spirits Club of India. In this difficult time for the humanity the idea is to discover the brighter side. Talking with professionals from different walks of life, representing versatile eco-system will enable us to adapt with the current situation in a better way.

The eminent speakers of this show are from India as well as countries from different continents sharing about their experience. The idea is to gather and share as much exposure as possible because this pandemic is very new and unknown to everyone. We all are struggling in our own way so with this edition of WSCI Newsletter we are trying to amplify the possible solutions to cope up.

Our guests represents different verticals alco-bev business as few are brand owners, winery and spirits owners, leading importers, international alco-bev consultants, wine and spirits enthusiasts and so on. During the discussion it will not only discussions pertaining to the difficult time but we will know more about these personalities as business professionals and the attitude to grow bigger yet stand grounded. It is a talkshow not only for the trade but also for the end consumers as well as the owners and senior management of the small and medium scale industries. WSCI recorded and shared it in multiple social media platforms including YouTube, Facebook, Instagram, Linked-In, Twitter as well as websites of Founders India tv and WSCI.in.

Kunal Patel - Managing Partner, Monika Enterprises Co-founder, 7Ink Brews.

Business for Kunal Patel began at home. He absorbed the know-how of running one early on by being privy to his father's conversations. His first business deal was a Pokémon card he sold for thrice its price as a school kid. During college days, he would frequent his father's office in Juhu where Monika Enterprises was taking form. Somehow, he never pictured himself sitting at a counter. "Opportunities get killed in a closed room. Business needs the freedom of imagination," Kunal believes.



Phillip Retief - CEO of Van Loveren Vineyards, South Africa

Expanding the family business from the wine sector to include cream liqueur, spirits, RTD and beer. He is the initiator and driver of Van Loveren's successful De Goree Land Reform project along with driving the 3 BEE transactions that are currently in various stages of completion at Van Loveren. Acquiring various struggling businesses in the process and turn them around. He is instrumental in growing the business turnover 12-fold in the last 15 years.



Tuanni Price - CEO - Zuri Wine Tasting, Los Angeles

Tuanni Price is on a mission to make the complicated world of wine simple. In fact, that is the motto of her wine lifestyle business, Zuri Wine Tasting. The international Sommelier curates' wine-filled lifestyles from Southern California to the Southern-most part of the globe in Cape Town, South Africa.



Sanjeev Banga - President International Business - Radico Khaitan, India

Sanjeev Banga has been spearheading the global reach for Radico Khaitan Limited since 2008. He is an international business veteran with over three decades of experience in FMCG companies, such as Godfrey Philips, Nestle, Seagram / Pernod Ricard, Kohinoor Foods to name a few. Sanjeev has created brands like Rampur Indian Single Malt Whisky and Jaisalmer Indian Craft Gin for global audiences and his division has been an integral part of the growth and premiumization journey of the company.



Sumedh Singh Mandla - CEO-VBev & AWS Global, India

Versatile Business Leader with proven record of accomplishment in Hospitality, FMCG and Beverage Industry. Accredited with the success of several International brands in Indian sub-continent. Ex-Chairman for the "Asian Wine Producers Association". A DipWSET holder, Wine and Malts lover, an acclaimed writer and a true flagbearer of Indian Beverage Industry.



Pia Ravanal Parada - Owner and Export Director - Ravanal Winery - Chile

I have dedicated my life to wine. At the beginning of my career, I focused my energy in the production at a winery that has been my father's heritage. As our winery grew in terms of exportations so did my interest in learning about different markets. That is the reason why during the last two decades I have been responsible for bringing Ravanal wines to more than 25 countries around the globe. It has been an excellent way to combine my passion for wine and my enthusiasm for learning about other cultures.



Anant S Iyer - COO- Alcobrew Distilleries India Pvt. Ltd, India

With nearly three decades of experience in Alcobev industry, Mr. Anant S. Iyer is a leader who is always willing to go the extra mile. Having spent more than thirty years in the corporate world, serving tenures of 8 years as SBU Head, 20 years in Sales, Brand Management, Customer Marketing in various leadership and challenging roles.

As the Chief Operating Officer- Alcobrew Distilleries India Pvt. Ltd., Mr. Iyer is responsible for the commercial functions of the company handling Supply Chain, Sales, Marketing, Customer Marketing, Exports, Sales MIS etc.



Wendy Peterson - South African Wine Industry Transformation Unit - South Africa

Wendy has been appointed at the helm of the Operations for The SA Wine Industry Transformation Unit NPC. Since joining the organisation in February 2019, she has been instrumental in ensuring that black owned enterprises and farms receives the relevant mentoring support, funding, marketing, promotional and technical support to ensure that their businesses are sustainable. She holds more than 27 years' experience in the South African Wine Industry and have wealth of expertise on various levels of primary and secondary levels of the wine value chain.



Tatiana Petrakova - Global Educator and Business Developer - London - UK.

She is a passionate Global Educator and Business Developer with over 18 years of international experience in sales, distribution, marketing, brand building, training and events across FMCG/Wine & Spirits/Tobacco/Sports Apparel industries.



Sébastien Hayaux du Tilly - Managing Director - Ashanti Rum - Spain

Sébastien Hayaux du Tilly is a multicultural and multifaceted character who has carved out a career spanning the past 25 years in the wine and spirits industry. This he has pursued mainly in an international context, encompassing most continents and at both multinational companies - such as Pernod Ricard - and smaller operations, including the Luis Caballero group, a Spanish-based business. After setting up Caicedra in 2013, a wines and spirits trading company, he recently created and successfully launched his first brand, Ashanti Spiced Rum, for which has since managed to find a receptive market in over 20 countries as varied as Russia, Ghana and India.



Naji Boutros - Owner Château Belle-Vue winery - Lebanon

Naji Boutros is a Financier with 32 years of experience in Investment Banking, Private Equity and Venture Capital. Several years ago, Naji and his wife Jill decided to leave a comfortable and enviable life of high finance in London to return to his ancestral village, Bhamdoun, which had been devastated by war and emptied of its residents decades before. They planted grapes to revive the family winery, Château Belle-Vue, and now proudly craft award-winning wines on high altitude mountain terraces facing the Mediterranean Sea.

