

TRINCHERO

Family Estates

-- BIOGRAPHY --



NICOLE ANDRUS

Sales Director, European Imports
Trinchero Family Estates

Nicole Andrus was lucky to find her passion for wine and travel early on in life. Born to notable winery founders Gary and Nancy Andrus who founded Pine Ridge in 1978 and Archery Summit in 1994, Nicole was raised in bucolic Napa Valley, California. Her education in wine started early, as she happily worked at her parents' wineries as a 'cellar rat', learning how to do everything from pump-overs and punch-downs to lab analysis. As she matured, she expanded her skill set by assisting with the sales and marketing of those wines. Her love of travel and other cultures was also cultivated early, and was solidified when she lived abroad in Switzerland during her high school career, and Ecuador during her college years. It was in Ecuador that she became proficient in Spanish, and began working on another of her passions when she studied Botany in the Galapagos Islands.

Nicole returned to the U.S. to build on that scientific foundation, and earned an undergraduate degree in Biology from Lewis & Clark College and a master's degree in Molecular Plant Systematics from Florida International University. Soon after graduation, her desire to live abroad again motivated her to accept a position in Research and Development at the Torres flagship property in Spain. Nicole's love for Spain and its wines blossomed during that time, and after two years at Torres, she moved on to be general manager for a small winery in Priorat.

It was this expertise and enthusiasm that caught Rob Mondavi's eye in 2005 when he hired her as lead Iberian wine consultant at Folio Wine Partners where she remained for 10 years. In her decade with the company, she negotiated agreements with several top estates including Bodegas Fillaboa, Palacios Remondo, Celler Vall Llach, Leda by Mariano Garcia, Artadi and the Grupo Pesquera. Nicole demonstrated success in multiple areas of the business including expanding distribution, acting as a brand ambassador across multiple brands, creating quality and private label wines for Folio, and then establishing her own consultancy in 2015, United Vintners Abroad.

In 2018, Nicole joined Trinchero Family Estates on an exclusive basis, where she currently serves as European Imports Sales Director. She continues to reside in the EU with her husband and children. Fluent in five languages and with deep experience in winemaking, supplier relations, driving distribution of, and education about European wines, Nicole is a great asset to TFE as the company grows their luxury and imports portfolio.

The world's second-largest family-owned winery and fourth-largest overall, Trinchero Family Estates (TFE) comprises more than 50 award-winning wine and spirits brands distributed in nearly 50 countries around the globe. Founded in 1948—when Italian immigrant Mario Trinchero brought his young family from New York City to Napa Valley and purchased an abandoned Prohibition-era winery called Sutter Home in St. Helena—Trinchero Family Estates has been an innovator for seven decades. Today, Trinchero Family Estates remains deeply rooted in Napa Valley, encompassing a broad portfolio of global offerings, including flagship brands Sutter Home Family Vineyards and M n ge   Trois; luxury brands Trinchero Napa Valley, Napa Cellars and Neyers Vineyards; partner brands Joel Gott Wines, Charles & Charles and Bieler P re et Fils; import brands Do a Paula, Angove Family Winemakers, Avissi Prosecco, Echo Bay, Finca Allende and Terras Gauda; and spirits brands Tres Agaves Tequila and Amador Whiskey. Learn more at www.tfewines.com.

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