

# My Story

Since the beginning of my journey in hospitality, I have been passionately representing fine spirits, wines, and champagnes.

My rewarding career has given me the opportunity to experience many segments of the beverage alcohol industry including Trade Marketing and Education, Sales and Distributor Management, and National Accounts, where I was awarded Global Supplier of the Year by Marriott International.

During my time as Hotel Director for Moët Hennessy USA, I had the privilege to work with some of the greatest talents in Hotel Food & Beverage, both at the property and corporate level.

In my previous role as Sr. Vice President for Strategic Group agency, I was responsible for building and leading a team of 200 Managers, Ambassadors, Influencers, and Specialists from across the country, who are some of the top-performing members of Moët Hennessy USA today.

My responsibility to the P&L for this area of the agency's business exceeded \$20 Million annually, with a growth rate of 20% year over year.

These roles have pushed me to embrace servant leadership, diversity of thought, and to lead with empathy. I remain a fervent learner and as always, determined to win.

Deborah Hutton

