

# Kerstin Bernardi

## Curriculum Vitae



Customer oriented attitude and hands-on expertise  
Excellent and professional presentation skills, in particular towards customers  
Structured, 360 degree way of working

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## Personal

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Name	Kerstin Bernardi
Date and place of birth	19.08.1970 in Dresden
Nationality	German
Status	married

## Experience

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### **avant ag :: für den Gast, Agno - Switzerland** **since 2008**

Founder, President and CEO of Business Consulting *avant ag*,  
Agno – Switzerland

Merger of business activities *für den Gast*,  
Munich, Frankfurt – Germany

**since 2003**

- Establishing and managing of own consulting enterprise *avant ag* ([www.avant.ch](http://www.avant.ch)) with business unit *für den Gast* ([www.fuerdengast.ch](http://www.fuerdengast.ch)), business focus service, gastronomy, wine
- Flexible inset on short-term projects, interim management
- Training and coaching of staff members in service, service quality and customer complaints, product know-how, food & beverage and its selling
- Design of offer portfolio, product management
- Event management, wine & food tastings by adventure
- international marketing and sales activities of wine as a product
- customer references:
  - Deutsche Lufthansa AG
  - LSG Sky Chefs GmbH - Gate Group
  - pöppl + partner Unternehmensberatung, Berlin
  - Tenuta San Giorgio, Cassina d'Agno - Tessin

### **avant ag :: vinemotion – Switzerland, Germany** **since 2011**

business unit wine distribution within holding *avant ag*

- Wine distribution for privat customers and reseller in Germany and Switzerland ([www.vinemotion.ch](http://www.vinemotion.ch) / [www.vinemotion.de](http://www.vinemotion.de)) (in disintegration)
- Design and development of e-commerce shop
- Administration of entire business including operation, purchase, sale, import
- Selection of vintner and its products

**LUIBL Gastronomie GmbH, Eggenfelden – Germany** **1995 - 2003**

General Manager

- Business concept of restaurant, café and bar with 80 guest seats
- Turnover 2002: ca. 420.000 Euro
- Catering service of up to 600 guests
- Responsibility for 18 employees

**Kempinski Hotel Taschenbergpalais, Dresden – Germany** **1994 - 1995**

Deputy Restaurant Manager

- Organization of pre-opening phase
- Team leader of 20 employees and trainees

**Hilton Hotel, Dresden – Germany** **1993 - 1994**

Chef de Rang

- Activity in all gastronomical areas

**Hotel Royal Bellevue, Kandersteg – Switzerland** **1992 - 1993**

Commis de Rang and Demi Chef de Rang

- Leading Hotels of the World with 28 suites and 8 rooms

**Veranstaltungsbetrieb Blockhaus, Dresden – Germany** **1989 - 1992**

Restaurant Manager

- Restaurant with 100 guest seats
- Event hall with up to 500 guests

## Education

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<b>1995 – 1996</b>	Master School, Dresden	Restaurant Master and instructor for Restaurant Managers
<b>1987 – 1989</b>	Vocational Training, Dresden	Restaurant Manager Award „Best of Class“ Internship in St. Petersburg, Russia
<b>1977 – 1987</b>	Polytechnical Secondary School, Dresden	Degree of Secondary School Level
<b>2006 – 2007</b>	Wine and Sommelier School, Koblenz, Branch Munich	Sommelier
<b>2007 – 2009</b>	Wine Academy Austria, Highschool Geisenheim, Germany	University Graduate Diploma WSET, Wine and Spirit Education Trust, London

## Language

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German	■ ■ ■ ■ ■
Italian	■ ■ ■ ■
English	■ ■ ■
French	■

## Memberships

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- Club of Wine university graduates
- Association Suisse des Sommeliers Professionnels (ASSP), Ticino

## Experience in training, coaching and wine business

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- Long-term expertise in purchasing and selling of wine
- Wine and product presentations on trade fairs
- Wine training for staff members of different gastronomical outlets
- Definition and design of wine lists for different restaurants
- Event organization
  - Organization and moderation of different events up to 350 guests
  - Moderation of subject-related wine diner events up to 50 guests
- Long-term trainer on wine, gastro and service seminars within Lufthansa qualification program for First and Business Class flight attendants
- Hands-on activities in vineyards in Germany and Ticino
- Operation of own vineyard with ca. 1.500 vine grapes in Ticino
- Event Management and sales by adventure at vineyard Tenuta San Giorgio, Ticino

## References

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Mike Rudolph	Tenuta San Giorgio, Ticino, Switzerland
Mario Pattis	1-star Michelin chef, Dresden, Germany
Maximilian Pöpl	pöpl + partner Unternehmensberatung, Berlin, Germany
Andrea Rosinski	Referentin Training und Entwicklung Kabine, Deutsche Lufthansa AG

## Philosophy

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The one who wants will find a way, the one who don't want will find excuses

Agno, October 2020

  
Kerstin Bernardi