

# WSWA WOMEN'S LEADERSHIP COUNCIL

EDUCATE. ELEVATE. EMPOWER



## ABOUT OUR ADVISORY BOARD



# ABOUT WLC CHAIR JESSICA CYR

ASSISTANT VICE PRESIDENT, SALES OPERATIONS  
MARTIGNETTI COMPANIES



Jessica Cyr is the Assistant Vice President of Sales Operations for Martignetti Companies. She works with both sales and operations to increase efficiencies throughout the company leading projects that include: Sales Manager Certification, Portfolio Manager Certification, Train-the-Trainer, mentoring initiatives, community outreach, Uncorked Newsletter, Bentley University Women Center and Business Partnership, and various technological roll outs and and/or upgrades.

Starting with a small independent beer supplier, she quickly identified a love and passion for the beverage alcohol industry - one that has continued to grow over the past fifteen years. She started as an On Premise Sales Manager at Martignetti Companies and has worked her way up in roles of increasing responsibility over the last twelve years. Jessica has expanded her dedication to the industry by participating in varying diversity initiatives. She is a founding and current member of the Martignetti Companies Women's Beverage Alcohol Symposium as well as the 2019-2020 Vice Chair of the WSWA Women's Leadership Council (WLC). Jessica lives in Foxboro, Massachusetts and enjoys the outdoors, exercising, traveling, volunteering in her community, and spending time with her family.



# ABOUT WLC VICE-CHAIR HILLARY WIRTZ

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## DIRECTOR OF DIVERSITY & INCLUSION BREAKTHRU BEVERAGE GROUP

Hillary is a fourth-generation owner of Breakthru Beverage and the first female in her family to work for the company. While her career began in teaching, where she taught first grade for 10 years, she always knew her future lie within the beverage business. It was this desire to join the family company and begin her career with then Wirtz Beverage (now Breakthru Beverage). She began as a Director of Training for 2 years and then transitioned into sales where she was a district manager for off premise, E & J Gallo division. Hillary then transitioned into on premise overseeing new accounts in Chicago. Her role evolved into on premise business manager, overseeing the on-premise business in IL for key customers and community partnerships. Hillary has most recently become Director of Diversity & Inclusion, implementing the company's mission of building an inclusive environment that values the unique perspectives of all people and enables them to thrive and reach their full potential.



# ABOUT HEATHER ALPER

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## VICE PRESIDENT, SUPPLIER MANAGEMENT SOUTHERN GLAZER'S WINE & SPIRITS



Heather has over twenty years of experience in the wine & spirits industry and has held a variety of finance, marketing & sales management roles as supplier and as a wholesaler. As the Trade Marketing Business Owner for the Commercial Transformation team at SGWS, Heather is responsible for developing strategies for product and trade marketing within the e-commerce and CRM platforms to support supplier brand priorities. Additionally, she works with corporate cross functional teams to streamline and improve business processes across the SGWS enterprise. Heather earned a Bachelor's degree in Business Administration, a Bachelor's degree in Psychology as well as an M.B.A. from Southern Methodist University in Dallas, TX. Heather lives in Dallas, TX with her husband John and their two children, Ava and Shane.

# ABOUT AMY BARRIAULT

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VICE PRESIDENT, WINE DIVISION

CENTRAL DISTRIBUTORS, INC. (ME)

Amy Barriault is a Vice President at Central Distributors and heads the company's Wine Division. She is responsible for cultivating supplier relationships and dedicated to the success of her management team, two wine sales forces, and support team at Central. Amy focuses her efforts to strategically position her division for continued growth and probability in the every changing climate of our industry. Under her leadership, Wine has grown to be the company's largest division.

Central Distributors is a 4th generation family business, founded by Amy's great grandfather in 1934 with seed money from her great, great grandmother. Prior to joining the family business officially in 2007, Amy spent a decade in pharmaceutical sales.

Amy holds a bachelor's degree in Psycho-Biology from Wheaton College and a master's degree in Business Administration from Southern New Hampshire University. She lives in Brunswick, Maine where she enjoys sailing, gardening, reading non-fiction and spending time with her family, friends, and adopted cat, Lola.



# ABOUT SHELL CAMERON

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GENERAL MANAGER

CENTRAL DISTRIBUTORS, INC. (AR)



Shell Cameron manages the spirits portfolio and sales team for Central Distributors, a spirits, wine, and beer wholesaler located in Arkansas. Daily activities include pricing, promotion, and sales for both retail and restaurant accounts for some of the world's largest spirit brands and some of the newest brands to the marketplace. After earning her BA in sculpture from the University of Dallas she began her career in catering and party planning eventually moving into on-premise alcohol sales and ultimately sales management. Growing up in rural Arkansas with a background in food and art gives her a unique perspective on sales with an emphasis on hospitality.

# ABOUT MONICA CHAPLIN

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## VICE PRESIDENT, STRATEGY AND BUSINESS DEVELOPMENT SOUTHERN GLAZER'S WINE & SPIRITS

Monica Chaplin is the Vice President of Strategy and Business Development for Southern Glazer's Wine & Spirits. Her focus areas continue to be corporate strategy development, digital and e-commerce strategy, and enterprise-wide business development opportunities.

Monica also serves on the WSWA wholesaler committee supporting the Drizly Strategic Alliance and the Southern Glazer's Exceptional Leaders Program Steering Committee. She also has participated in Leadership Miami. Prior to joining Southern Glazer's, Monica was a practicing attorney at Greenberg Traurig. She earned her BS in Economics from Duke University and JD from Duke Law School. She also completed a Markets and Management Certificate at Duke University with a concentration in Entrepreneurship, Values, Ethics, and Leadership. In her free time, she enjoys wine, spending time with her family, hiking and the New World Symphony.



# ABOUT JENN ENGEL

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## SENIOR VICE PRESIDENT NATIONAL ACCOUNTS, ON PREMISE REPUBLIC NATIONAL DISTRIBUTING COMPANY



Jenn Engel began her career in the alcohol and beverage industry at Anheuser-Busch at Cartersville Brewery in Georgia, and later held positions with Jackson Family Wines, Wirtz Beverage, and Banfi, where she was the National Business Manager for the luxury Cru Artisan team. Jenn went on to serve as Vice President of Sales and Board of Directors member at Santa Margherita USA, where she oversaw sales and developed strategic and long-term initiatives. Jenn transitioned to RNDC a year ago, and has successfully led the integration of the on-premise national accounts teams for RNDC and YMCo. She brings a strong track record of building and leading teams while implementing customer-centric and sales-driven programs.

Jenn completed Florida State University's Honors & Scholars Program and holds a degree from the University of Florida in Food Science and Human Nutrition, Flavor Chemistry. She is a Certified Sommelier with the Guild of Sommeliers, and a Specialist of Wine with the Society of Wine Educators.

# ABOUT STACY GABEL

VICE PRESIDENT OF SALES  
REPUBLIC NATIONAL DISTRIBUTING COMPANY



Stacy started her adult beverage career in the on premise channel in 1995 as a bartender/manager in a local night club. She was hired by National Distributing Company (formerly Midwest Wine and Spirits) in 1998, managing a sales territory. Stacy then held several roles with Glazers of Ohio, the last being a Director of Sales over the Diageo portfolio. She returned to RNDC in 2010 as the Kroger National Account Manager, in that role, Stacy supported the Kroger chain with corporate responsibilities managing Kroger's activities throughout the RNDC/Kroger footprint. In 2014, She was promoted to Vice President of Sales in Ohio managing the entire business unit and in 2017 she began managing West Virginia for RNDC as well.

Stacy has one daughter who is 13 and the light of her life. Born and raised in Dayton, Ohio, Stacy resides there with husband, Jim, and daughter, Katy. Stacy is an enthusiastic leader with passion for the industry. She loves to help people build their careers and enhance their knowledge, to make them the best that they can be!

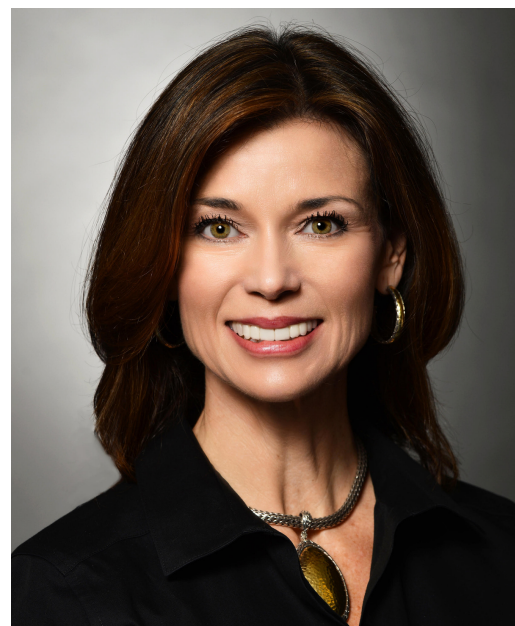




## ABOUT VIRGINIA MEANS

CHIEF PEOPLE OFFICER  
UNITED DISTRIBUTORS, INC.

Virginia offers over two decades of senior human capital leadership and consulting experience on behalf of global and domestic publicly traded and privately held organizations. Her thought leadership on domestic and global people-related business matters is valued by C-Level and senior business executives. She aligns people solutions with business strategy through evaluating, designing and implementing optimal human resource partnerships and service delivery models. Companies for which Virginia has led Human Resources have been recognized as premier employers by a number of external organizations including Fortune magazine, Working Mother magazine, Training Magazine, the Atlanta Journal-Constitution and the Atlanta Business Chronicle.



Currently, she serves as Chief People Officer for United Distributors, Inc. Her responsibilities involve all aspects of HR, including people strategy, talent acquisition, associate development, employee relations, operations and leadership training, HR service delivery - payroll, benefits, wellness, compensation, workforce analytics/metrics and HR information systems.

She earned her undergraduate degree from the University of Georgia and attended the Wharton HR Business School.

Virginia serves on the Board of Directors for Society for Human Resource Management - Atlanta, Human Resources Leadership Forum (HRLF) and Piedmont Park Conservancy. She enjoys running, kayaking, reading and spending time with her husband and two boys.

# ABOUT DINA OPICI

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PRESIDENT

OPICI FAMILY DISTRIBUTING



Dina Opici is President of the Opici Family Distributing, a family-owned wine and spirits wholesale distribution company based in Glen Rock, NJ. Opici Family Distributing was founded in NJ in 1934 by Joseph and Esther Opici, Ms. Opici's great-grandparents. Hubert Opici, her grandfather, took over responsibility for the NJ wholesale business in 1944. Through the years, the family has established a national import company and expanded its distribution business into New York, Connecticut, Florida, Washington DC, Delaware, Maryland and Virginia. Ms. Opici's start in the wholesale business began in 1998 after she completed law school at Benjamin Cardozo School of Law. At a time when the industry was consumed by consolidation, Ms. Opici saw

the opportunity for a family-owned business to succeed independently, and left the law profession to work with her family. In 1950 there were 71 wine and spirit distributors in New Jersey - today there are twenty. In an environment where corporate consolidation has eliminated many family-owned businesses, Ms. Opici feels that their long-standing business relationships and corporate integrity have allowed their business to survive and prosper. Over the past 22 years, Ms. Opici has held various positions within the organization, including Sales Administration, Human Resource Director, and General Counsel. Her responsibilities today include maintaining supplier relationships, executing sales projections, and managing financial expectations. Ms. Opici is married and lives in Purchase, NY with her husband and two children.

## ABOUT WOMEN'S LEADERSHIP COUNCIL

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**EDUCATE.  
ELEVATE.  
EMPOWER.**

The WSWA Women's Leadership Council (WLC) is comprised of leaders in the wholesale tier of the U.S. beverage alcohol industry. Its primary mission is to educate, elevate, and empower members, as well as industry leaders within the three-tier system, advancing women in the industry and providing a platform for the exchange of ideas and knowledge with peers.