



GLEN GRISHAM: FOUNDER

Glen learned to carry the bag 30 years ago and has not stopped. He has been telling wine stories, conveying inspiration, and framing evidence about the special people and unique places that drive sales ever since. Glen's sales experience as a Buyer, Rep, Producer, and Distributor allow him to work with all levels of the trade to exchange information, gather honest opinions and provide meaningful feedback. In 2014, he opened Locus Wine Consulting to directly assist producers, brokers and importer\distributors with their respective sales missions and strategic challenges. With scalable and flexible services, key industry contacts and resources, and a focus on sustainable, long-term change, Locus Wine Consulting is poised to meet clients as they are and set them up for continued success.

A SELECTION OF CLIENTS PAST AND PRESENT



Celebrating 10 years of servicing the trade!

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WHAT WE DO:

We maintain close and long-running industry relationships with trade experts to provide our clients the most focused and comprehensive services possible. From artwork, trade research, market analysis, to production alignment, we provide actionable insight and seasoned assistance to move your process forward!



**BRAND CREATION &
BUSINESS DEVELOPEMENT**



**BUSINESS &
SALES ALIGNMENT**



**MARKET
EVALUATION**



**MARKETING &
SERVICING THE TRADE**



NETWORKING



**BRAND
REVITALIZATION**



**NATIONAL SALES
& DISTRIBUTION**



**PRESENTATION
STRATEGIES**



**BUSINESS SALES &
ACQUISITIONS EVALUATION**

**To Have An
Exploratory
Conversation
And How We
Can Get You
There From
Here, Call Us!**

818-465-3359

