



# *Winecting People*

DESCAS | OUR TEAM

*We connect the World via Wine.*



# Raphaël MERLAUT

## CEO

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With a degree in Journalism, Raphaël returned to Bordeaux in 2004 after a career in the sports press in Paris. Introduced to the world of wine and wine trade by his grandfather Jacques Merlaut, he joined his father Denis at Maison Descas in 2005. Fascinated by wine and by the Place de Bordeaux, Raphaël became, 15 years later, General Manager of this historic house. Today, he guides Descas through its evolution. *"When I'm not traveling to the four corners of the world, I'm passionate about architecture and love to find the touch of my piano or electric bass."* If you share his passion for basketball or Russian cinema, you'll certainly have a lot to talk about!

PERSONALITY: MEDIATOR (INFP-T)



# Frédéric VAN den BOGAERDE

## SALES MANAGER

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With a degree in international commerce and after a rich experience in Bade, German wine region, it was only natural that Frédéric should specialize in wines and spirits. Always curious, and eager to discover the world of Bordeaux wines, he joined Maison Descas in 2007 and, boosted by a dynamic new management team, took charge of the sales team in 2019. *"Epicurean, sporty and passionate about music, it's with pleasure that you'll also find me around a good table or behind my guitar playing a few blues notes."*

PERSONALITY : CONSUL (ESFJ-A)



# Marion ROULET

## SALES MANAGER

Tél. : +33 7 50 20 15 67

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As daughter of winegrowers, Marion grew up in the wine-growing circle and continued in this branch, immersing herself in the Bordeaux wine culture. *"I'm passionate about travel, wine discoveries and sharing moments with family and friends."* On the basketball court from an early age, Marion has developed her competitive spirit and is often noted for her pugnacity.

PERSONNALITY : CONSUL (ESFJ-A)



# Justine JACQUEMARD

## EXECUTIVE ASSISTANT

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With a Master's degree in International Trade in Wines and Spirits from ESC Dijon in Burgundy, this native of Lyon decided to settle in Bordeaux after working in start-ups in London and Paris. "Epicurean and curious by nature, I'm always on the lookout for new discoveries, whether it's a fine bottle of wine, a new restaurant or a memorable trip"

PERSONNALITY : CONSUL (ESFJ-T)



# Marsela CHEVILLARD

## EXPORT SALES EUROPE

Tél. : +33 6 22 64 29 87

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Marsela has been part of the Descas team since 2012. Native of Albania, she holds a degree in Brand Management and is fluent in several languages. Today, Marsela stands out for her curiosity, open-mindedness and deep commitment to everything she undertakes. *"I'm passionate about travelling and I'm always on the lookout for new cultures..."* she says. For her, loyalty and the bond she maintains with her customers are of paramount importance.

PERSONNALITY : DIRECTOR (ESTJ-A)



# Thomas ESBEN

## ASIA PACIFIC EXPORT SALES

Tél. : +33 7 68 07 42 44

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Son of a winemaker, Thomas grew up on a Pomerol estate: *"As a child in the 1980s, I played the role of a Japanese anime character in the grounds of this château."* Turntablist, o-koto player, or guitarist; basketball player, cyclist, and finally illustrator, his passion brought him back to the wine professions after a 7-year life experience in Tokyo. A sense of service, the pleasure of sharing and responsiveness have been the watchwords of his work at Descas since 2015.

PERSONNALITY : LAWYER (INFJ-A)



# Yan KHIMICHEV

## RUSSIA EXPORT SALES

Tél. : + 7 90 56 78 45 44

Mail : [export.wine@descas.com](mailto:export.wine@descas.com)

With his Master's degree in French-English Interpreting in hand, Yan moved to Nice in 2016 to further his studies. Yan is now based in Russia, developing the distribution of fine Bordeaux wines for Descas, as close as possible to his customers. A graduate of the ENOTRIA Sommelier School (SIMPLE Group) in Moscow, Yan is always eager to perfect his knowledge of the world's great wines. *"Proud of my roots but open to the world, I love discovering vast landscapes and meeting people from all horizons"*

PERSONNALITY : MANAGER (ESTJ-T)



# Agnes WU

EXPORT MANAGER CHINA, SINGAPORE, TAIWAN

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Graduate in an International Master in Wine Tourism Innovation (WINTOUR), her love for wine was born 5 years ago. Originally from an island that doesn't produce wine : Taiwan, her travel map follows the great vineyards : from the Douro and Napa valleys to Lanzarote... *"My dream is to bridge the gap between the great wines of Bordeaux and Asia, thanks to my native language and my knowledge of Wine."*

PERSONNALITY : INSPIRER (ENFP-T)

## SALES DEPARTMENT: FRANCE



### Claire MÉNARDIE

#### France Sales Departement

Tél. : +33 5 57 54 14 15 | eMail : [france@descas.com](mailto:france@descas.com)

A member of the France team since November 2022, Claire is committed to meeting your expectations. Having arrived in France from the « Cold countries » in 2010, she has met with a warm and friendly welcome. Claire continued her studies in the wine industry in Libourne, graduating with a diploma in Wine & Spirits Technical Sales Negotiator. *My leitmotiv*, she says, “*is to ensure, through my actions, that the company's tradition and human values are upheld on a daily basis. These are more than just principles, they are points of honor from father to son.*”

PERSONNALITY : CONSUL (ESFJ-A)



### Camila Maria ALVAREZ

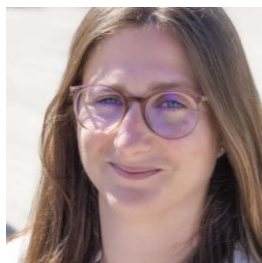
#### Service France | France Sales Departement

Tél. : +33 5 57 54 14 15 | eMail : [France.adv2@descas.com](mailto:France.adv2@descas.com)

Argentinan native, Camila holds a Master's degree in Economics and a Sommelier diploma from the European Union. “During my first trip to France for Vinexpo in Bordeaux, I said to myself: One day, I'll realize my dream of working in Bordeaux and in wine. “Not only passionate about wine, but also about sake and whisky, Camila has traveled and lived in several countries. She is also passionate about culture and history.

PERSONNALITÉ : LAWYER (INFJ-T)

## SALES DEPARTEMENT: FRANCE



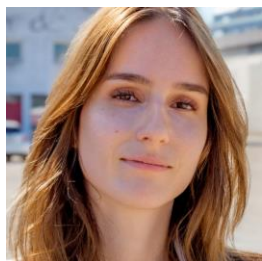
Alix LALANNE

**Export Sales Department**

Tél. : + 33 5 57 54 14 42 | eMail : [export@descas.com](mailto:export@descas.com)

Graduated in Applied Foreign Languages in English and Spanish, from Kedge Wine School in Business Strategy, with a WSET3 as a bonus. Alix joined our Export department in early 2023. *"I love traveling to discover new cultures and their languages. Music and horse-riding are also a major part of my life."*

PERSONNALITY : ENTREPRENER (ESTP-A)



Margot BONDUEL-BOURG

**Export Sales Department**

Tél. : + 33 5 57 54 14 42 | eMail : [export@descas.com](mailto:export@descas.com)

Graduate in Chinese, Margot, after a work-studey program, joined us full time in 2023 ; so when she's not busy exporting, you're likely to find her on her skateboard! *"I love extreme sports, traditional Chinese music, and... composing too!"*

PERSONNALITY : ENTREPRENER (ESTP-A)

## STRUCTURE

At the heart of the company, these men and women are there to support you on a daily basis, ensuring that your business is properly monitored.



### Edith PULON

#### Administrative Assistant

Tél. : +33 05 57 54 14 26 | eMail : [stocks@descas.com](mailto:stocks@descas.com)

Girondine by birth, Landaise at heart, Edith is attached to her South-West. *"You'll come across me on hiking trails or in movie theaters."* For over 18 years, I've been the link between buying and selling, in conjunction with the properties.

PERSONNALITY : MEDIATOR (INFP-T)



### Daniel LERBSCHER

#### Head Accountant

Tél. : +33 5 57 54 14 19 | eMail : [compta@descas.com](mailto:compta@descas.com)

With over 30 years' experience in accounting firms in the wine trade, real estate and retail sectors, Daniel joins Descas in 2022. *"I like to be able to get away from it all as soon as possible by hiking in the Pyrenees, with a predilection for Caunterets and the surrounding area. Cinema and DIY are also among my favorite hobbies."*

PERSONNALITY : CONSUL (ESFJ-T)



### Armand ROULY

#### Accounting Assistant

Tél. : +33 5 57 54 14 25 | eMail : [compta@descas.com](mailto:compta@descas.com)

Armand grew up at the tip of the Médoc. He joins Descas in 2019. Initially a sickly shy person, theater practice cured him. Competitive: *"One of my passions is supporting the biggest sports club in France: Olympique de Marseille."* He also enjoys fantastic cinema and good food with friends!

PERSONNALITY : MEDIATOR (INFP-T)



### Fabienne MASURE

#### Lawyer

Tél. : +33 6 34 99 85 88 | eMail : [juridique@descas.com](mailto:juridique@descas.com)

Since 2008, Fabienne has been cultivating her versatility (business law, tax law, employment law, real estate law...). While her role demands rigor, it does not exclude the open-mindedness, curiosity and empathy she has acquired through her encounters and travels, which have introduced her to other cultures and landscapes... *"And there are still many destinations left for me to discover!"*

PERSONNALITY : DEFENSOR (ISFJ-T)

## STUDIO GRAPHIQUE

Behind the sales teams, he works in the shadows to put us in the spotlight. Helping to enhance the Descas image by making us ever more efficient, direct and clear in our communication with you, between us and your contacts...



### Dominique IDIART

**Graphiste D.A. | Graphic designer A.D**

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Graduate in Applied Arts and Visual Communication, behind Descas Studio, Dominique primarily meets commercial needs and ensures the graphic coherence of the House's publications. *"Raised by epicureans and passionate by nature, I share my taste for French culture, its terroirs and gastronomic traditions with great pleasure! I'm also passionate about driving and design..."*

PERSONNALITY : INSPIRER (ENFP-T)

Sourcing personalities: [www.16personalities.com](http://www.16personalities.com)

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