

WINE BUSINESS MONTHLY

The Industry's Leading Print Publication for Wineries and Growers

Introducing 2017's Top Wine Industry Leaders: Retail Trailblazers

by *Press Release*

December 01, 2017

When Wine Business Monthly started creating a list of the year's top wine industry leaders in 2016, we wanted to acknowledge the multitude of leaders shaping and defining the industry today. Creating a list is not an easy feat, as the wine world is full of innovators, incubators and personalities dedicated to moving the industry forward: A leader is someone who makes an impact or shapes how people act or how things occur—an agent of change.

Each year, we spend some time focusing on a few key trends that shaped the wine industry over the last 12 months. To preview the full list, which has been released today, Friday, December 1, we are announcing the leaders in our four trend-based categories, one trend each day.

The retail landscape has changed quite a bit over the last year. The business saw the consolidation of important players and was memorable for Amazon's purchase of Whole Foods, the results of which we are just now starting to see. Retailers have also expanded their private label programs, with Sam's club and others signaling their intentions to pursue private labeling more aggressively.

These are the men and women who are changing the retail landscape with their private label wine programs.



A leader is someone who makes an impact or shapes how people act or how things occur—an agent of change. Making and selling wine is a multi-faceted endeavor led by those brave enough (or crazy enough) to pave a new way forward, inspiring generations to come. Some of the leaders on this list have discovered new ways of doing things: inventing new ways of marketing, tapping into trends and building brands, and sometimes defining what it means to be an entrepreneur in the wine industry. Others have developed a specific expertise, have found niches or rallied behind causes they believed in. Some of the influential people on this list are known to virtually anyone who follows the wine industry while others are influential yet fly "under the radar." All of them are leaders in the North American wine business. [read more](#)

Here's to WBM's Top Leaders in the Wine Industry 2017!



Jean-Charles Boisset

President, Boisset Collection

Always brainstorming, the most fashionable man in the U.S. wine biz

Jean-Charles Boisset's family established what became Burgundy's largest wine producer and France's third-biggest wine group. In the U.S. Boisset owns DeLoach Winery, Raymond Vineyards, Buena Vista and others. Innovation is continual for Boisset, with new ventures on the way, and his deep passion for fine wine, history and respect for the environment always shines.