



ERIC RAILSBACK, DIRECTOR OF SALES AND MARKETING

As one of America's foremost sommeliers, and a long-time evangelist for the wines of Santa Barbara County, Eric Railsback brings a unique perspective to his role at Presqu'ile. Far more than just focusing on a traditional approach to sales and marketing, Eric combines his extensive background in wine education and hospitality to tell the story of Presqu'ile and the Santa Maria Valley. "Presqu'ile encompasses everything I love about Santa Maria Valley," says Eric, "the elegance and sophistication of its wines, a spirit of collectively working to accomplish something lasting, and a warm, unpretentious approach to hospitality. Presqu'ile is a place where the winery and its visitor experience are a true reflection of the wines—there is nowhere else in the valley that is as subtle, beautiful and inviting."

Introduced to fine wine by his older brother, who was a sommelier, Eric began his wine career at an early age. Eager to gain hands-on experience before he was legally able to do so in the U.S., Eric headed to Europe, where he worked at Knoll in Austria, and later at Burgundy's renowned Domaine Dujac. Returning home, Eric joined the team at the Wine Cask in Santa Barbara, and later at the Hungry Cat—experiences that deepened his love for the wines of the Santa Maria Valley. Eric furthered his exposure to different regions and producers at Mario Batali's acclaimed Osteria Mozza, and later while running the esteemed wine program at Gordon Ramsey in Los Angeles.

In 2009, Eric joined Michael Mina's renowned RN74 restaurant in San Francisco, where he ultimately led the sommelier team. At RN74, Eric oversaw a wine list that included a treasure trove of rare Burgundies, including verticals of DRC La Tâche, and Comte de Vogüé Musigny stretching back to 1934. In 2012, Eric returned to Santa Barbara County to open Les Marchands, where he contributed to it being named one of Wine Enthusiast's "100 Best Wine Restaurants." That same year, Eric was also honored as one of Food & Wine's "2014 Sommeliers of the Year."

In 2015, Eric joined Presqu'ile. "I have been excited by Presqu'ile for many years, and had the wines on my lists at both RN74 and Les Marchands. They are beautiful wines that show that mix of elegance, savoriness and Santa Maria spice that make our region so distinctive. Though pioneers like Jim Clendenen and Bob Lindquist helped to introduce our region to a wider audience, I think the Santa Maria Valley is still somewhat under the radar. I believe Presqu'ile will play an important role in introducing how remarkable Santa Maria Valley's wines are to a new generation of wine lovers, while inspiring those who already know our region to rediscover it."