

# LEDE FAMILY WINES

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## **Drew Flanigan**

### **Southeast Director of Sales, Lede Family Wines**

Drew Flanigan is the Southeast Director of Sales for Lede Family Wines, encompassing both Cliff Lede Vineyards and FEL Wines. He brings over twenty years of diverse wine industry experience spanning restaurants, retail, and regional sales management positions to his role at Lede Family Wines, where he will oversee a 15-state territory.

Drew discovered he had a natural ability to sell wine while working as a server at a fine-dining restaurant in Tuscaloosa while studying at the University of Alabama. Guests at one of Drew's tables ordered a bottle of 1979 Chateau Margaux and offered him a taste, which inspired him to pursue a career in the wine industry.

Following graduation, Drew continued to work in fine dining as well as wine retail as a store manager at Gran Vin in Key West and later at Classic Wine Company, one of GQ magazine's "Top 50 Wine Stores in America." Drew transitioned to the wholesale side of the business in 2006 and served as a territory manager for Augustan Wine Imports, as a sales manager for United-Johnson Brothers of Alabama LCC, and most recently, as a regional sales director for Folio Fine Wine Partners.

In his free time, Drew enjoys traveling, collecting wine, and enjoying the beautiful Florida weather with his wife Christy and two pugs.