



BRIAN SCOTT – Western Regional Sales Manager

Brian comes to Ridge Vineyards with experience in almost every aspect of the wine industry. His first exposure to wine was via the restaurant business where he ran top programs in both Sacramento and Los Angeles before moving to NYC to chase a girl (now his wife, whew!).

In New York, he started as a distributor salesperson and was quickly pushed up the ladder to originate the position of Wine Portfolio Manager, then District Manager for the top-grossing on-premise team in Manhattan at Empire Merchants. Since then, he has worked for multiple suppliers across multiple US states and countries, including: Terlato, The Hess Collection, Saintsbury Winery, Wine Source Group USA and Folio Fine Wine Partners. He is a Certified Sommelier with the Court of Master Sommeliers and enjoys leading spirited tastings, dinners, and classes. Just before starting at RIDGE, Brian spent four years as the National Sales Manager for Quivira Vineyards in Dry Creek Valley.

Now back in his hometown of Sacramento, he is still married to that girl and has two teenage boys. When not out on the road spreading the good word of RIDGE, you can find him coaching/playing baseball, basketball, and golf. In the winter, he can be found on the slopes trying to catch up to the kids.