



PETE PRZYBYLINSKI

Executive Vice President, Chief Sales Officer



As The Duckhorn Portfolio’s executive vice president and chief sales officer, Pete Przybylinski manages a handpicked in-house sales team of more than 80 talented individuals, while overseeing an acclaimed sales program that spans every state, and more than 55 countries around the globe. An integral part of The Duckhorn Portfolio team for more than a quarter century, Pete has established a reputation as a visionary wine industry executive. Respected for his acumen, integrity, and commitment to building enduring industry relationships, Pete has played a key role in establishing The Duckhorn Portfolio as one of the world’s great pure-play luxury wine companies. Pete is responsible for overseeing all aspects of sales and market development, while working alongside the executive team to guide strategic planning for The Duckhorn Portfolio.

Pete fell in love with wine while earning his business degree from the University of Georgia. After several years working in fine dining in Aspen, Pete’s passion for wine led him to Napa Valley, where he spent several years as the general manager and wine buyer for a local restaurant, before joining The Duckhorn Portfolio as one of its first two employees dedicated to sales. As The Duckhorn Portfolio grew and evolved, so did Pete’s role. In recognition of his accomplishments implementing a modern sales structure, and establishing a top-performing national sales team, Pete was named director of sales in 2000, and was promoted to vice president of sales the following year.

During his tenure, Pete has helped to launch Paraduxx, Goldeneye, Migration, Decoy and Canvasback, merged Calera and Kosta Browne into The Duckhorn Portfolio sales program, and most recently rolled out both Greenwing and Postmark nationally. “I am proud that as we have grown from a boutique fine wine company into one of the world’s most influential and broad-reaching luxury wine brands, we have preserved the values, and maintained the familial culture, that Dan and Margaret established in 1976,” said Pete.

According to company founder Dan Duckhorn, “Pete understands that we have built our reputation on the quality of our wines and the quality of our service. He has an ability to listen to employees, customers and consumers. That personal connection helps him to understand and deliver what they want, and what they love.”