



Spencer Jensen
Regional Sales Director, Western U.S.

Spencer Jensen developed a passion for storytelling and authenticity in the world of wine and spirits early in his career during his travels to Cognac, Scotland and California. After 10 years of selling wine and spirits in the Midwest, he moved to California in June 2018 to become the Western Regional Sales Director for Jordan Vineyard & Winery.

An Illinois native, Jensen will be responsible for distributor management, Tastevin tablet wine list integration, and restaurant and retail sales initiatives in California, Oregon, Washington, Colorado, Montana, Wyoming, Idaho, Utah, Alaska, Hawaii and Arizona. He'll also host wine dinners and pour at select events in the West. He most recently spent 10 years working at Southern Wine & Spirits, where he served in a variety of positions including portfolio manager for Moet Hennessy, key account manager for Svedka, off-premise portfolio manager for Pernod Ricard and on-premise portfolio manager for Bacardi.

“Spencer’s experience with luxury wines and natural talent for forming strong relationships make him a perfect fit for the Jordan team,” says Brad Butcher, national sales director at Jordan Vineyard & Winery. “We look forward to seeing his skills continue to grow the quality of distribution in the West.”

Jensen grew up in Lockport, Illinois, and attended the University of Illinois in Champaign. During his tenure as an Illinois, he joined the varsity football team as a walk-on and became a four-year wide receiver and punt returner. After graduating with a degree in applied health sciences in 2007, Jensen worked in youth sports before transitioning into the food and beverage industry. Jensen learned most of what he knows about wine from his time at Southern, and says his interest in wine grew simply from the romance of sharing a bottle in great company.

He resides in Hermosa Beach, California, and enjoys water sports, playing guitar and basketball.