



Kent Wagerman
Regional Sales Director, Central U.S.

Kent Wagerman joined the Jordan Vineyard & Winery in December 2018 to lead sales efforts in the Central United States, bringing 35 years of hospitality experience to the position. He is responsible for Jordan distributor management, sales initiatives, regional events and the Tastevin digital wine list app in the following states: Texas, Louisiana, Oklahoma, Missouri, Kansas, Iowa, Nebraska, Arkansas, South Dakota, North Dakota, New Mexico and Nevada.

Originally from California, Wagerman's love of wine began in college when he and his friends formed a lunch club where they cooked specific dishes and to pair with wine. He received his first level sommelier certification in 1994 and has been involved with food and wine ever since. His wine career started at a wine distributor in Southern California in 1998, before he shifted to working as a wine buyer and manager at fine-dining restaurants. Driven by an entrepreneurial spirit, he also dedicated time to creating two non-wine start-ups early in his career: a publishing company targeting college students, and a tech company that created cellular phone jewelry and accessories.

A job opportunity led him to Texas in 2003, where he worked in technology for two years before returning to the wine industry—first for Grape Passion LLC and before moving to Republic National Distributing Co. He most recently served as a territory sales manager for Jackson Family Wines, where he spent eight years selling the Spire Collection portfolio.

He currently resides in Austin, Texas, with his wife and daughter. He enjoys being outdoors, spending time with his family and entertaining with his friends.