



MEGAN SKUPNY BIOGRAPHY

Fortunate life experiences are what led Lang & Reed's Sales and Marketing Director, Megan Skupny, into the wine industry. The motivated fitness instructor with a degree in Sports Business fell in love with a budding winemaker (Reed Skupny) and fire-damaged bottles of Peter Michael wines, earned by buffing glassware at a bar during college, and suddenly found herself soaking up France's Loire Valley. Originally from Atlanta, Georgia, as her soon-to-be husband harvested vineyards for Domaine Bernard Baudry, Megan visited various wineries and farmer's markets, learning about their new home through her sense of taste, smell and sight. Eventually marrying in Chinon and hosting a reception in Vouvray, Reed and Megan not only deepened their love for each other in France, but also became smitten with the complexities of various varietals and were inspired to bring their newfound adoration for Chenin Blanc back to Lang & Reed in Napa Valley. Returning to California's Wine Country, Megan cut her teeth in wine sales with the Hall Family at Long Meadow Ranch, quickly working her way up to Manager of their national sales program.

Believing in moderation and the importance of trusting your instincts, Megan understands that there is always more to learn - especially when it comes to wine. Now leading the Sales & Marketing efforts for Lang & Reed while raising two young children, she still finds time to teach several fitness classes a week and fondly reminisces on their days in France through date nights at Bouchon and glasses of her favorite Domaine Huet Haut Lieu Moelleaux. A self-proclaimed Champagne devotee, Megan not only prefers bubbly, but exudes it. Sparkling and vivacious, she is over the moon about the opening of Lang & Reed's new tasting salon. No longer relying solely on distributors to tell the story of Lang & Reed, she is excited about the opportunity to share the family's passion for Cabernet Franc and Chenin Blanc with others. Face to face, she looks forward to meeting those whose life experiences lead them to Lang & Reed.

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