

Advanced Master's degree in Wine Sciences and International Trade (MS CCIV) is attributed by the Engineering School Agrosup Dijon. The MS CCIV is a high level complementary training course for professional insertion, leading to a Bac+6 level. This training is backed by the UNESCO Culture and wine traditions Chair.

The training course will:

- develop strong scientific basis about vine and wine
- make you to master professional knowledge about the wine international trade and the wine network organization
- develop knowledge regarding the range of vineyards around the world, in addition tasting 400 wines, by study-visits to 10 vineyards in Europe and California for a total of 8 weeks
- enable the applicant to become expert from vine to wine.

The year is divided into two parts: six months of intensive courses including a tutored project in wine marketing, and followed by an internship of 4 to 6 months with a thesis to defend at the end. These internships often lead to a job. The MS CCIV can lead to a dynamic career, with a better salary and international mobility.

The training course will be given, three quarters in French, a quarter in English. It is suitable for all sales profiles.

Financial aid can be possible.

The MS CCIV attracts foreign students, fluent in French (C1) and in English (B2+).

It is accessible for graduates Bac+5 level, or Bac+4 level with professional experience, and by VAP (validation of vocational learning).



MS CCIV in figures:

On average, 15 students followed the course per year

After graduating: 66% permanent contract, 16% fixed-term contract, 18% in an independent status

83% work in the vine and wine sector

30% manage a budget of more than 1 million euros

International: 45% have mission abroad, use languages: English, Spanish, German and Chinese

74% of graduates progressed in term of their responsibilities.

Job after the MS CCIV: sales manager in trading company or in winery, export manager, marketing manager, procurement officer, wine-broker, e-commerce manager, agri-supplies sales representative, cellar man, cellar master, key account manager, wine cooperative director, wine tourism agent, consultant, journalist, trainer, advisor...



Career examples:

Miao, class 2011, was export assistant for the Chinese market for Pion SAS in Burgundy, and now she leads the Aromas Winery in China.

Cedric, class 2014, came with a master in sport, through a CIF (individual training leave) by Decathlon. He was sales manager in winery Devillard in Mercurey, 2014-2018, now independent wine-broker.

Yann, from Lebanon, follows the class 2014 after a master's degree in finance in London. He did his internship by Metro France, and now, he is national procurement officer for wines.

Jeannette entered MS CCIV as job seeker in 2016. After an internship in Thailand with Bangkok Beer & Beverages, she now works as Business Development Executive for On-trade market for Ambrose wines and spirits, importer and distributor in Bangkok.

Valentin entered MS CCIV as young graduate in sales in 2016. He is now fixed employed at the house Champagne Forget-Brimont, as sales assistant France/export.

Jeanne, young Belgian translator, is immediately employed, after MS CCIV in 2016, as Sales Developer by a Belgian wine, champagne and spirit merchant. In 2017, she changes for Brand Ambassador Benelux and North of France for a wine cooperative in Gers in France.

www.ms-cciv.fr



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