



JIM MATOS
Managing Director



A NEUMANN & ASSOCIATES, LLC
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FOCUS

- Valuations — Independent, third-party fair market appraisals that give business owners clear insight into company value for planning or exit strategies — with no obligation to sell
- M&A Advisory & Confidential Sales — Full-service sell-side representation from valuation through closing, maximizing value while strictly protecting confidentiality for owners, employees, customers and competitors

**EDUCATION and
EXPERIENCE**

- Over 20 years of B2B sales leadership experience with a strong focus on relationship management, strategic planning and P&L ownership
- Regional Manager at Deutsch Family Wine & Spirits (2016–2026) with full P&L responsibility, driving volume, distribution and profit growth across Pennsylvania; previously General Sales Manager at Majestic Wine & Spirits (2006–2016), leading high-performing teams and delivering significant revenue growth across all channels
- Extensive experience building and managing distributor and wholesaler relationships, executing market strategies and coaching sales teams for results
- B.S. in Business Mgmt / Administration and Marketing – Alvernia University

**WHAT OUR
CLIENTS CAN
EXPECT**

- Professional & Efficient Approach — Over two decades of proven leadership delivering clear, data-driven strategic guidance and disciplined execution from valuation through closing with minimal disruption to daily operations
- Strict Confidentiality — Full protection of business identity and sensitive information at every stage of the process

**PROFESSIONAL
MEMBERSHIPS
and LICENSES**

- Pennsylvania Real Estate License (in progress)
- Member, Pennsylvania Wine & Spirits Association

ACTIVITIES

- Enjoys spending quality time with his wife, Nicolle, their three children
- Active in the local community in Lancaster County, Pennsylvania