

**JAVIER MURUA GANGUTIA  
MANAGING DIRECTOR, CO-OWNER  
BODEGAS MURIEL**

As far back as he can recall, Javier Murua has been linked to the wine environment in his native region of the Rioja Alavesa, the northernmost part of the Spanish Rioja appellation, not far from where it borders Navarra and the Spanish Basque country. The winery was founded by his father Julian in 1986 when he decided to restore the 1920s wine cellar that his father (Javier's grandfather) had used to hold the barrels of wines he used to make. Thus, the modern Bodegas Muriel, making wines worthy of their Rioja designation, was born.

Before taking on a management position in the winery, Javier worked in every aspect of wine production, from picking the grapes through the sorting and working in the winery during the actual winemaking (controlling the temperature, adding the yeast, etc.). Javier racked barrels, filtered and fined the wines and learned how to operate every machine on the bottling line.

When the twin lures of travel and higher education appeared, Javier took advantage of both by attending the University of Tampa in the US, where he received his degree in economics. After graduation, he worked for a time in the banking industry.

In 2001, he joined Bodegas Muriel, first being in charge of production and then taking on the added role of quality control, introducing the BRC and IFS quality standards to Bodegas Muriel that were first practiced in Rioja before spreading out to other wine regions. He then set his sights on sales and marketing, working for a time with sales agents in Muriel's export markets before creating his own national and international sales team.

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If all of this weren't enough, Javier has always been very involved in the winemaking side of the business, drawing on his experience in his youth of working in the fields and learning the time-honored traditional of winemaking in Rioja. Today, Javier and his father share winemaking duties. Jaiver has been instrumental in moving Bodegas Muriel forward in all facets of the business – winemaking, sales, marketing – that has allowed the family to parlay their success into buying a number of other well-regarded wineries (Bodegas Eguia, and Bodegas Real Compania, among them). He recently completed building a premium boutique winery to produce the family's icon label...Marques de Elciego, named after the town in the heart of the Rioja Alavesa that the Murua family has called home all these years. In 2014, Bodegas Muriel bought the esteemed Rioja winery, Conde de los Andes, including a cellar with wines dating back to before the 1900s. Javier is planning special "limited releases" of the best of these wines in 2015.

As Managing Director, Javier has helped his father exceed their expectations and grow the family-owned business from grandfather's humble wine cellar to four wineries with production of over 25 million liters of wine, 45 thousand barrels and sales of 12 million bottles, growing at a rate of around 25-percent a year.

Always physically active, Javier was a swimmer during his university days – good enough to compete on the Spanish National Team. These days, he spends what little free time he has involved in mountain sports and taking part in tri-athalons.

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