



OLIVE OIL SCHOOL
OF SPAIN

ESAO Executive MBA Olive Oil Business & Consultancy

Become an olive oil expert 
and project yourself internationally



ISO 9001:2015
LL-C (Certification)

www.esao.es/en



ESAO Executive MBA Olive Oil Business & Consultancy



Accredited
Certification

ENGLISH



Language

ONLINE METHODOLOGY

9 Months, 7-9
hours per week



or

BLENDED METHODOLOGY

2 weeks onsite +
8 months Online





ESAO Executive MBA Olive Oil Business & Consultancy

ESAO's highlights

- 2009** ● Inauguration of **ESAO** headquarters in Valencia, Spain.
- 2014** ● First National Prize - Communication in the Olive Oil Sector.
Official congratulatory telegram from the President of the Government Organism.
- 2015** ● First online virgin olive oil tasting training in Spanish, English and French.
The Embassy of Spain in Tokyo selects ESAO to carry out seminars on olive oil aimed at Japanese importers.
- 2016** ● First edition of the ESAO Awards in recognition of the highest quality EVOOs. 
- 2017** ● First Business School of the olive sector.
- 2018** ● The UNIRC (Italy) selects ESAO as an expert on the situation of the olive oil market in Spain.
- 2019** ● Collaboration with Universities in Spain and Portugal.
- 2020** ● Introducing ESAO Online Campus, the first global platform for olive oil professionals.
- 2023** ● The Chamber of Commerce of Messina (Greece) selects ESAO as an expert as the situation of the olive oil market in Spain.
- 2025** ● Excellence Award. World Olive Oil Exhibition.

Some of our clients





This is a Double Degree from ESAO: Olive Oil Sommelier + MBA.

This exclusive program grants a Double Degree: Olive Oil Sommelier and the ESAO Executive MBA – Olive Oil Business & Consultancy, combining sensory expertise with advanced technical, business and consulting skills tailored to the olive oil sector.

ESAO is **accredited with ISO 9001 certification** specifically designed towards the **professional application** of their studies and the constant update of **specialised education**, preserving the educational standards of **excellence of ESAO**. All our courses and certifications are backed by the **rigor and prestige of ESAO**.



ISO 9001:2015
LL-C (Certification)

Dña. María



Why should you take the ESAO Executive MBA Olive Oil Business & Consultancy?

Ensure the success of your business

This master's degree will allow you to **start a business in the olive oil sector** or optimize your own business.

You will also be prepared to advise other professionals and help them to improve their business in the olive sector.

Save effort, time and money

Thanks to a carefully selected content as well as the support of a **specialized tutor** and a **team of great experts**, students manage to achieve a deep **understanding of the olive oil sector** in a short time and in a pleasant, orderly way, compatible with work, family and leisure.

Get in touch with great experts

You will get the opinion and experience, through **group and individual sessions**, from tasters, experts in olive oil marketing, master millers, experts in olive grove management and more. You will meet **great professionals** that will help you in your olive oil endeavour.

Achieve your dreams

If you dream of launching your own initiative, don't think it twice. We will be happy to accompany you. The master's degree will help you to organize your ideas and study in a rigorous and guided way the viability of your project.

Boost your professional career

You will develop a **real project**, in a **guided and tutored way**, either entrepreneurship or intrapreneurship, according to your interests and skills.

Obtain your Diploma certified by ESAO

Thanks to **ESAO's recognition** as a **leading school in the olive oil sector** at **international level**, this certificate will guarantee your knowledge and open up new opportunities for you.



“ This Certification has given me a deep knowledge of the whole olive oil industry.

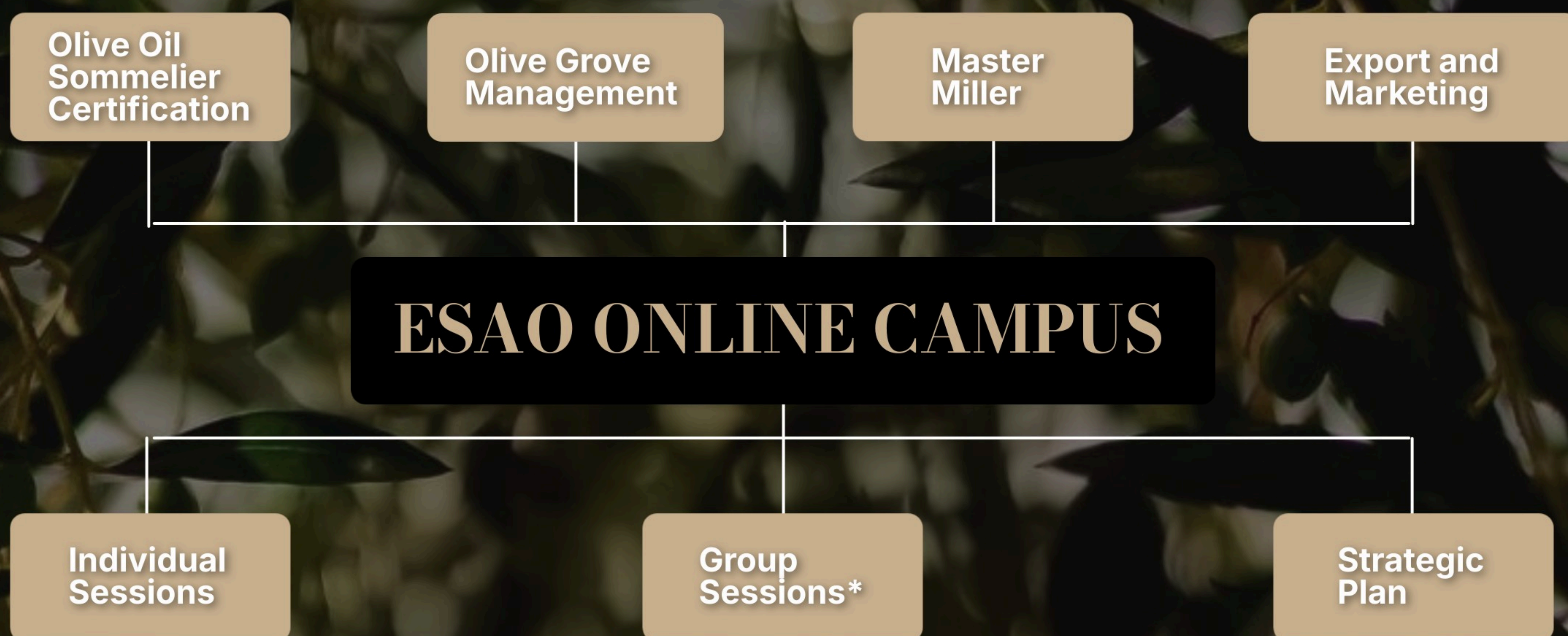
I recommend the MBA to everyone interested in getting a profound understanding of the olive oil sector, from production to selling. ”

**Felipe Borges de
Carvalho.
Brazil. ESAO Alumni.**





1. Online Methodology. Program Structure.



OLIVE OIL SOMMELIER CERTIFICATION

- Resources
- 00. History of Virgin Olive Oil
- 01. Introduction to Tasting
- 02. Negatives Attributes or Defects
- 03. Positive Attributes and Food ...
- 04. The Taster and the Thresholds
- 05. Olive Varieties
- 06. Physicochemical Parameters
- 07. Elaboration Process
- 08. Gastronomy and EVOO
- 09. Health and EVOO
- 10. Advanced Defect Analysis
- 11. The Importance of Packaging
- 12. Market Trends: Analysis of Cu...
- Additional Topic
- Individual Session
- Virtual Library

The first thing to learn is how to **taste olive oils** in a **professional way**. This module is structured in different chapters through which you will learn the most important aspects to **become a good taster of virgin olive oil**. It is designed to learn in an easy way and at your own pace.

You will understand the **olive oil classification**, including the main **physicochemical** and **tasting parameters** to be taken into account. This module is presented through videos with clear explanations together with tests that will help you to integrate all the concepts.

Presented in an agile way, this module contains a careful and extensive material, which will help you establish **the basic knowledge that every professional taster must have**.

In addition, you will be able to continue training in virgin olive oil tasting in a comfortable and ongoing way. **Each month you will receive a set of 5 EVOO samples** and have the opportunity to compare your results with those of **ESAO's Independent Tasting Panel at the Campus**.



1. Online Methodology. Program Structure.

- 01. Introduction
- 02. Soil Management
- 03. Pruning
- 04. Plagues
- 05. Diseases
- 06. Nutrition
- 07. Watering
- 08. Organic Olive Grove
- 09. Superintensive Olive Grove
- 10. Olive Tree Cycle
- 11. Green Cover
- ☒ Final Exam
- Individual Session

OLIVE GROVE MANAGEMENT

Through this module, you will learn what are the **key management parameters** to be taken into account to achieve a **healthy and most productive olive grove**.

You will see what are the most frequent mistakes, the key factors that influence the behavior of the olive tree and you will acquire **first-hand knowledge** of the best practices when **managing the olive grove**.

Whether you have your own olive grove or not, it is essential to have this knowledge. The state of the olive grove will depend on the final result.

- Objectives
- MODULE 1
 - 00. Importance of Tasting
 - 01. Oleosomes and Coalescence
- MODULE 2
 - 01. Maintain a Healthy Olive ...
 - 02. Optimal Collection Mome...
 - 03. Reception and Yard
 - 04. Grinding
 - 05. Blend
 - 06. Decanter. Horizontal Cen...
 - 07. Vertical Centrifuge
 - 08. Filtering
 - 09. Storage and Conservation
 - 10. Composting and recover...
- ☒ Final Exam
- Resources
- Individual Session
- Virtual Library

MASTER MILLER

Through this module, you will know in detail the **process of making Extra Virgin Olive Oil**, from the field to the packaging.

You will approach the experience of great oil mill masters with **award-winning EVOOs** and with a wide professional career. You will be able to address all the doubts and concerns about the elaboration process to obtain **quality EVOOs**.

You will learn what are the key points in the elaboration of olive oils, as well as how to optimize the mill with which you work. In addition, you will know the most frequent mistakes and how to avoid them.



1. Online Methodology. Program Structure.

EXPORT AND MARKETING OF VIRGIN OLIVE OIL

- Resources
- Marketing Module
- Export module
- PRACTICAL MODULE
- ANNEXES
- Individual Session

This module will allow you to know **strategies, procedures** and **tools** to initiate, promote and improve **marketing and internationalization in this sector.**

You will learn the most important aspects to consider in the creation and **development of an EVOO brand.**

In this module we will help you analyze the feasibility of your project.

INDIVIDUAL SESSIONS

Through the **individual sessions**, you will obtain **personalized advice from experts** specialized in each of the aspects included in the agenda. These consulting sessions will help you **choose the best path for your business.**

It is an opportunity for the student to address specific issues that allow him to delve into the areas of greatest interest.



1. Online Methodology. Program Structure.

GROUP SESSIONS (*)

Each module includes a **group session** taught by an **expert** specialized in each of them.

It is a **live online class** where you will interact with the expert and the rest of the students.

(*) Only available in the Group Editions.

STRATEGIC PLAN

At the end of the MBA, you will present your own **professional project**, developed through **three 1:1 mentoring sessions** during the program.

This is not an academic paper, but a **real and personalized action plan**, created step-by-step with the support of an ESAO expert.

You will:

- Define your **business vision and goals**
- Refine your **strategy** using **real tools and feedback**
- Present a **solid, ready-to-implement roadmap** for your **olive oil business**

Your **Strategic Plan** is the final milestone of the MBA, a clear direction to launch or grow your project with confidence.



1. Online Methodology. Materials provided

Throughout the MBA, you will receive a complete set of materials, including:

- Set of 6 official virgin olive oil tasting cups
- Set of 10 watch glasses
- Test tube
- Tasting tablecloth
- Over 30 Sensory Profile Sheets
- More than 35 samples of extra virgin, virgin and lampante oils
- ESAO Book - *Professional Tasting of Virgin Olive Oil*
- ESAO Book - *Master Miller*
- ESAO Book - *Olive Grove Management*
- Cloth bag and pens
- Cap and vest, or robe



2. Blended Methodology. Program Structure.



OLIVE OIL SOMMELIER CERTIFICATION

Come to Spain, and learn about olive oil in the **heart of the world's largest producer of olive oil**.

One week intensive course consisting of **in-house sessions** which combine theoretical classes by **master experts** with carefully structured **tasting sessions**.

2. Blended Methodology. Program Structure.



MASTER MILLER

Two days Course in Spain.

At the end of the Master Miller course, students will **understand in detail the entire EVOO** (Extra Virgin Olive Oil) **elaboration process**. They will obtain the keys to obtain a premium and outstanding oil.



OLIVE GROVE MANAGEMENT

Two days Course in Spain.

At the end of the course, students will know what are the **key management parameters** to be taken into account to achieve a **healthy and most productive olive grove**.



2. Blended Methodology. Program Structure.

- Resources
- Marketing Module
- Export module
- PRACTICAL MODULE
- ANNEXES
- Individual Session

EXPORT AND MARKETING OF VIRGIN OLIVE OIL

This module will allow you to know **strategies, procedures** and **tools** to initiate, promote and improve **marketing and internationalization in this sector**.

You will learn the most important aspects to consider in the creation and **development of an EVOO brand**.

In this module we will help you analyze the feasibility of your project.

STRATEGIC PLAN

At the end of the MBA, you will present your own **professional project**, developed through **three 1:1 mentoring sessions** during the program.

This is not an academic paper, but a **real and personalized action plan**, created step-by-step with the support of an ESAO expert.

You will:

- Define your **business vision and goals**
- Refine your **strategy** using **real tools and feedback**
- Present a **solid, ready-to-implement roadmap** for your **olive oil business**

Your **Strategic Plan** is the final milestone of the MBA, a clear direction to launch or grow your project with confidence.

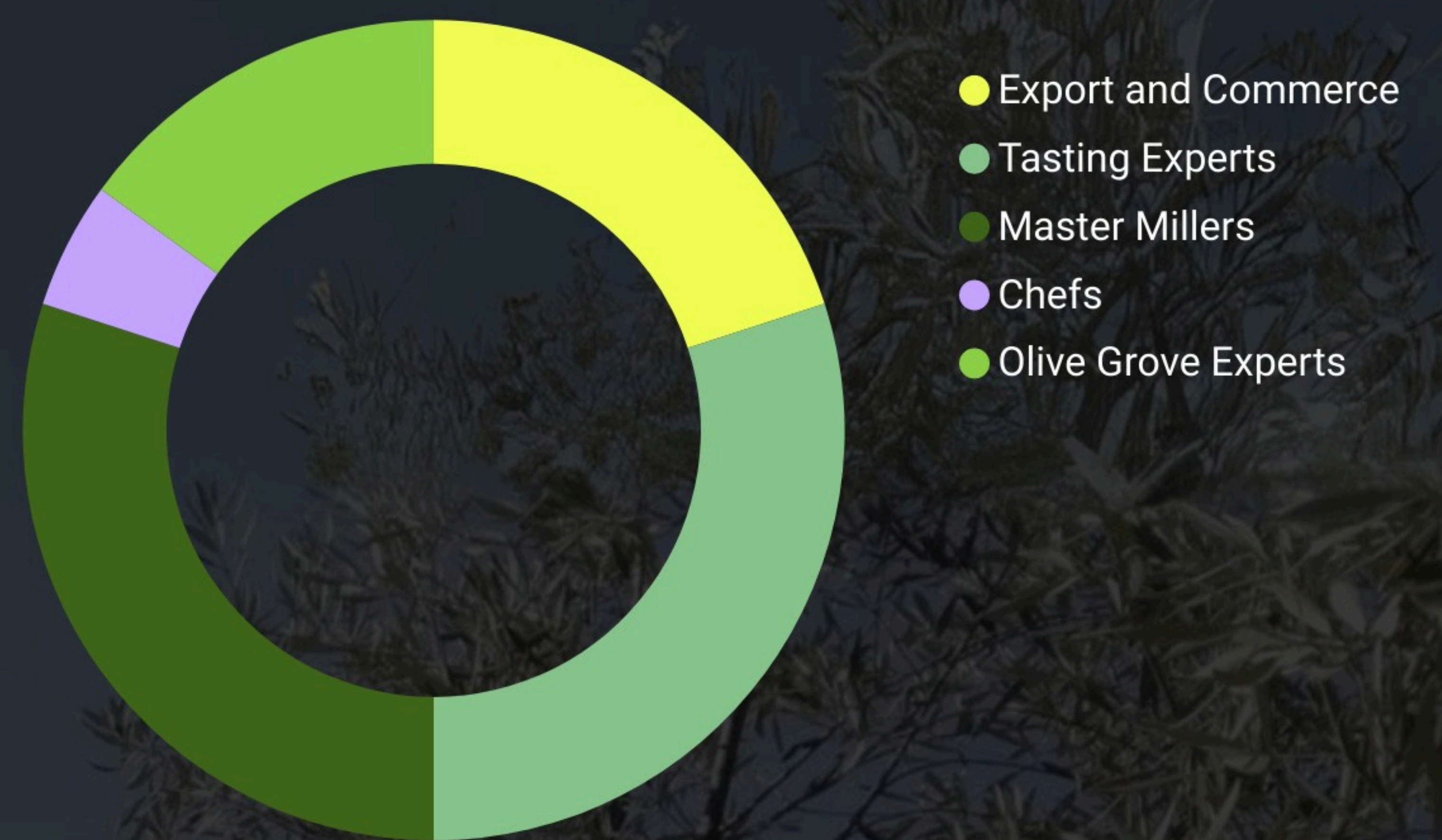


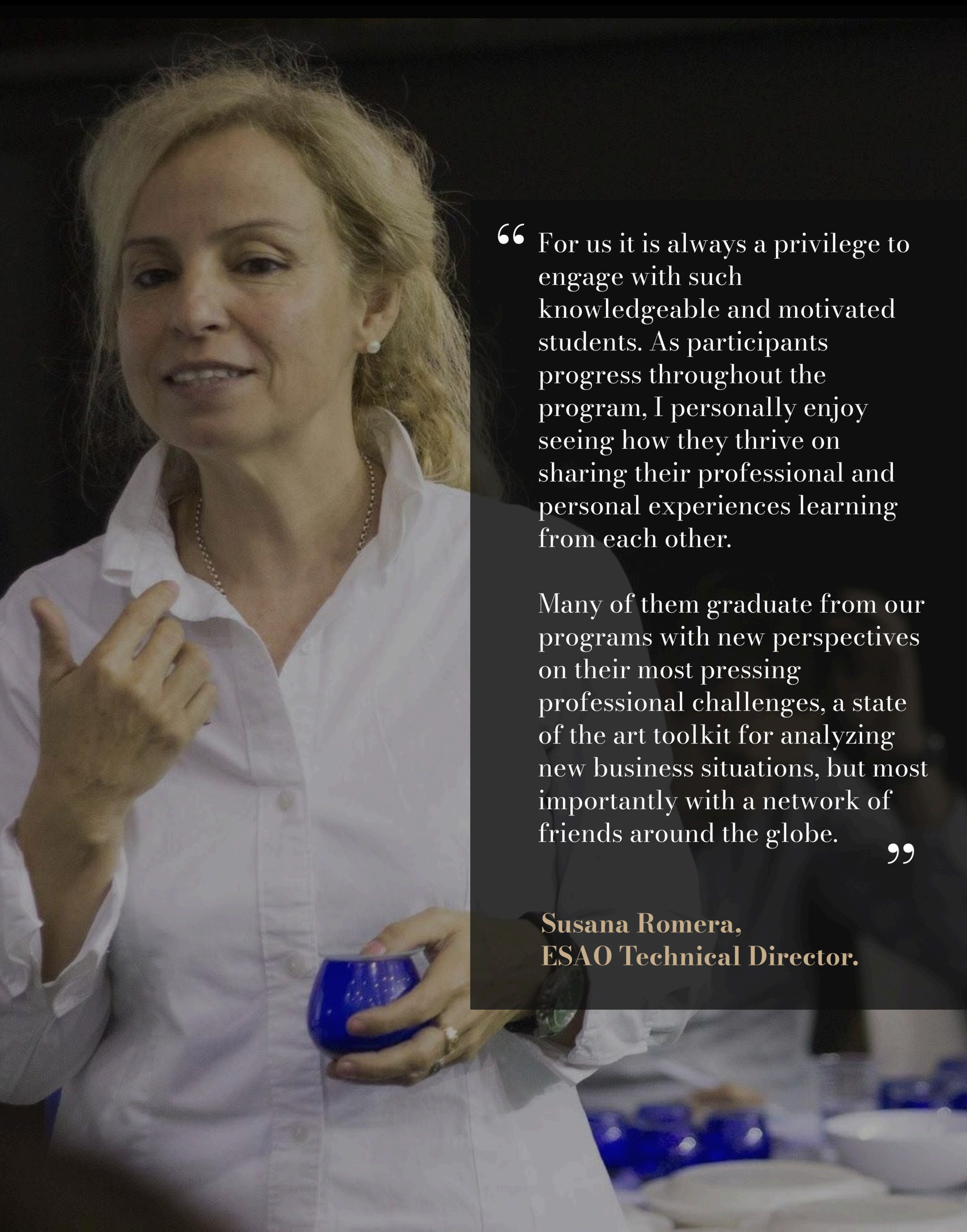
ESAO Teaching Team

A VITAL INGREDIENT

ESAO Teachers are experts in their fields. They come from diverse professional and academic backgrounds and will help you grow and maximize your potential.

Strengthening our Teaching Team is an ongoing activity that leads us to continuously incorporate new experts whose dedication to the students, passion for teaching and personal qualities stand out.





“ For us it is always a privilege to engage with such knowledgeable and motivated students. As participants progress throughout the program, I personally enjoy seeing how they thrive on sharing their professional and personal experiences learning from each other.

Many of them graduate from our programs with new perspectives on their most pressing professional challenges, a state of the art toolkit for analyzing new business situations, but most importantly with a network of friends around the globe. ”

Susana Romera,
ESAO Technical Director.



ESAO Executive MBA Olive Oil Business & Consultancy

ALUMNI PROFILE



+50 NATIONALITIES



27 - 55 YEARS OLD



60% FROM
OLIVE OIL SECTOR



65%
ENTREPRENEUR/ CEO

NATIONALITIES REPRESENTED



ALBANIA, ALGERIA, ARGENTINA, AUSTRALIA, AUSTRIA, AZERBAIJAN, BELGIUM, BRAZIL, BULGARIA, CANADA, CHILE, CROATIA, CYPRUS, DENMARK, DOMINICAN REPUBLIC, EGYPT, FINLAND, FRANCE, GERMANY, GREECE, CHINA, HUNGARY, IRAN, IRAQ, ISRAEL, ITALY, JAPAN, JORDAN, LATVIA, LEBANON, LITHUANIA, MALAYSIA, MEXICO, MONTENEGRO, MOROCCO, NETHERLANDS, NORWAY, PAKISTAN, PALESTINE, PERU, POLAND, PORTUGAL, PUERTO RICO, ROMANIA, RUSSIA, SERBIA, SINGAPORE, SLOVENIA, SOUTH AFRICA, SOUTH KOREA, SWEDEN, SWITZERLAND, SYRIA, TUNISIA, TURKEY, UNITED KINGDOM, UNITED STATES, URUGUAY, VENEZUELA.

Access the ESAO Alumni Network

Alumni Network

Once you start this Program, you will become part of the **ESAO Community**, with Alumni in over 20 countries.

As an **ESAO student** you will gain lifelong access to **ESAO's network** and the opportunities that come with it.

Training Certificate of ESAO

The **Training Certificate** of **ESAO** recognizes the **effort** of companies investing in the training of their workers. This effort is understood as one of the **main pillars** of **success** of any **olive oil initiative**.

A company with a **well-trained staff** works better and in a more efficient and competitive way. Recognizing the training and updating of knowledge is a **quality guarantee**.





A Thriving Industry:

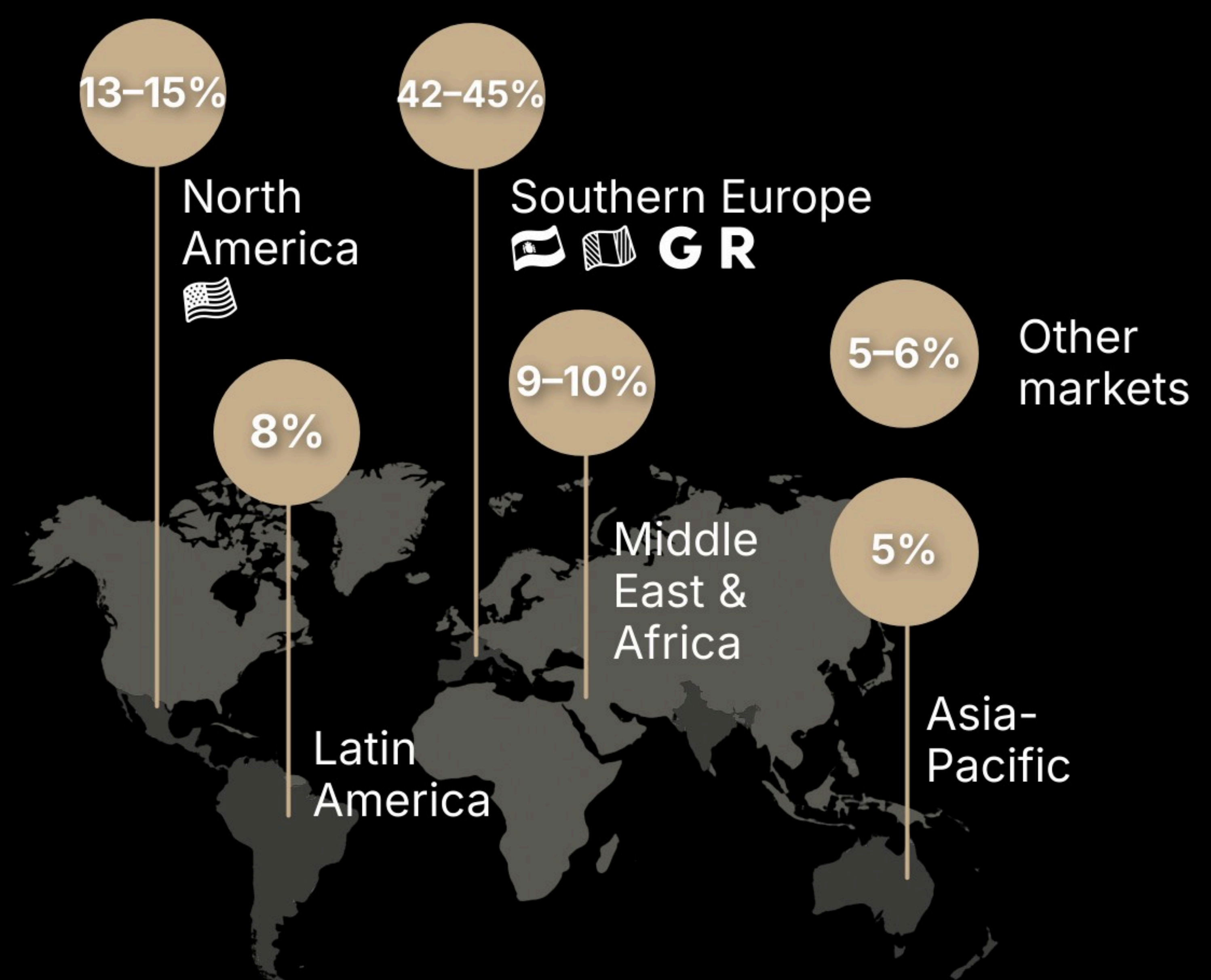
The Olive Oil Sector

The **olive oil sector** is **transforming** and **expanding globally**, with consumption surpassing **3 million tonnes** annually.

Rising demand for **healthy, sustainable, and unique products** creates **strong opportunities** for producers, entrepreneurs, and investors in **premium olive oil** with a global focus.

Source: International Olive Council (IOC), 2023/24 balances and provisional 2024/25 estimates.

This **global growth** is evident in regional consumption trends and **business opportunities**.



13-15%

North America

USA is the world's largest importer; strong demand for healthy and traceable products.

42-45%

Southern Europe

Consolidated production, leadership in quality and innovation, focus on branding and export.

8%

Latin America

Moderate consumption; producers like Chile and Argentina focus on export.

9-10%

Middle East & Africa

Expanding production and consumption, growing interest in high-quality olive oil.

5-6%

Asia-Pacific

Fastest-growing segment: Japan, China and South Korea drive premium consumption.

5%

Other markets

High-value niches in Northern Europe, Oceania and other regions with strong purchasing power.



2026 Editions



Online

11
June

- Last day of registration:
4th June 2026

29
October

- Last day of registration:
22th October 2026



Blended (online + onsite)*

9
November

- last day of prompt
payment discount:
3rd August 2026
- Last day of registration:
2nd November 2026

**Places are limited and are processed in strict order of arrival. Please register early. This certification usually fills rapidly.*

Price and Registrations

You can sign up for the ESAO Executive MBA Olive Oil Business & Consultancy:

Through our

Online Store

Contact us to learn more about our available financing options.

**10%
OFF**

For 2 or more registrations from the same company.

Early Bird Discount:

If you enroll up to 3 months in advance in **Blended edition**

Online

Amount 1 registration:
8.900 Euros + 21% VAT (*)

Shipment included for Spain and Portugal.

Shipment costs:

Europe (except Spain and Portugal):

138 € + 21% VAT

International: 570 € + 21% VAT

Blended (online + onsite)

Amount 1 registration:
11.900 Euros + 21% VAT (*)

(*) International companies and EU companies (intra-community operators) are exempted from VAT.



FAQ - Frequently Asked Questions

How international is the learning environment?

Roughly **95 %** of the **students** in our **English specialised olive oil training** is from **outside Spain**, with many countries represented. Countries most represented are located in **Europe** and **North America**. We also have students from **North Africa** and **Asia**.

Are there any financing possibilities?

Yes, please contact us and we will analyze your specific case. admissions@esao.es

How can I experience Olive Oil School of Spain first-hand before applying?

If you are considering applying to the ESAO Executive MBA Olive Oil Business & Consultancy, we recommend that you arrange an online meeting with our Admissions Department: admissions@esao.es

What happens if I cannot attend the onsite training?

If you are unable to attend the onsite edition, please check our **cancellation policy**.

Do I need to speak English to apply to the Executive MBA Olive Oil Business & Consultancy?

Yes. English is a requirement for admission. At the Olive Oil School of Spain, English is the working language used in the classroom.

Is this training available in Spanish?

Yes. This training is also **available in Spanish**. You can request the full brochure for the **Spanish editions** via **WhatsApp** or by email at info@esao.es



ESAO Executive MBA Olive Oil Business & Consultancy

**Unlock New Opportunities
with the ESAO Executive MBA**



Book an online
meeting with our
**Admissions
Department**



Write us an email:
admissions@esao.es

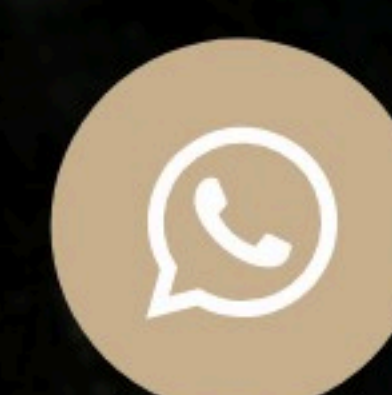
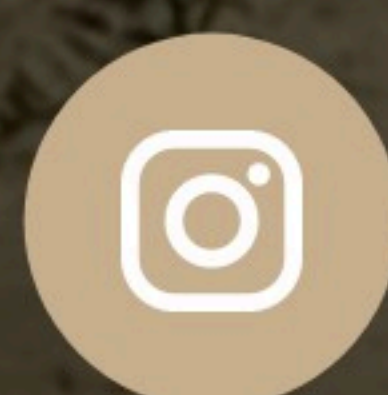
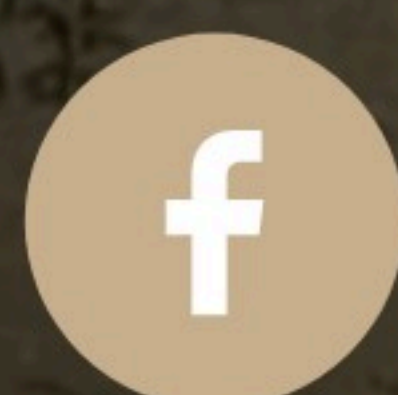


Give us a call or
send a whatsapp
message to:
+34 696432201



OLIVE OIL SCHOOL
OF SPAIN

Follow us



C/ San Rafael, 1. Bajo K. 46011 Valencia, España