

HUAMANÍ

Location: PE, MX
Employees 15 employees
Industry: Food
Customer since: March 2025
Website: <https://www.tienda.piscohuamani.com/>

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About Pisco Huamaní

Pisco Huamaní is a Peruvian company that makes and sells pisco, one of Peru's most important spirits. And with pisco, people do not just talk about a drink. They talk about origin, craft, patience, grapes, family habits, and national pride. It is the kind of product that asks for care. From the start, Pisco Huamaní has tried to respect that. The brand brings together traditional craftsmanship with more modern ways of running production and the business. So yes, the product has soul. But behind it, there also needs to be order. Because a premium bottle can look beautiful on a shelf, but if the operation behind it is messy, sooner or later the mess starts knocking like an angry neighbor.

The company has different varieties of pisco for different tastes and moments. Some people want something classic. Some want a bottle for a gift. Some want something for dinner, where everyone says it will be a quiet night and then suddenly someone is explaining their whole life story over one more glass. Pisco Huamaní already sells in Peru and is also present in international markets, with Mexico as part of that broader growth path. That is exciting, but it also adds more work behind the scenes. Production, sales, marketing, finance, logistics, distributors, and partners all need to stay connected. Not in a perfect little movie way. In a real business way, where things move fast and someone always needs an answer before the day ends.



What difficulties did they have in their operation before Runa?

Before Runa, people management at Pisco Huamaní was handled the way many small and growing teams handle it at first. A message here. An email there. A quick conversation while someone is between tasks. One person asks for vacation. Another mentions an absence. A leader says yes, then later someone tries to remember if that yes was final or just a “yes, let me check.” It can work when the team is very small. Everyone knows each other. Everyone talks often. But after a while, that same setup starts to feel loose. The real issue was that information was spread out. Some requests lived in messages. Some details were in emails. Some approvals were remembered by one person and not by another. So when leaders needed to plan shifts or cover absences, they had to stop and confirm things. Who is out? Who has days available? Was that request approved? Is there another absence coming up? These are simple questions, but when the information is scattered, simple questions can turn into a tiny treasure hunt with no map. That created delays and confusion. Not huge disasters every day, but enough friction to slow the team down.

“**Implementing Runa was key to professionalizing our internal processes and being able to dedicate more time to business growth.**

— Daniel Benavides, Founder and President

Why did they like Runa?

Runa helped Pisco Huamaní put HR information in one place. That was the big relief. Vacation requests became easier to follow. Leave requests had a clearer path. Balances were visible. Approvals stopped depending so much on memory or scattered messages. The team could check what was happening instead of asking around. It sounds basic, but basic things are usually the ones that save the most time. Like knowing where the keys are before leaving the house. No applause, but what a blessing. The leadership team wanted to professionalize people management without making the company feel stiff. Runa helped them do that. It gave them clearer policies, simpler workflows, and better visibility for employees and leaders. The process became easier to understand. People knew where to go. Leaders knew what to review. There was less room for those awkward little moments where two people both think the other one handled something.

“Implementing Runa was key to professionalizing our internal processes and being able to dedicate more time to business growth,” shared a member of the leadership team. That sentence really lands because time matters a lot in a team of fifteen. There are not endless hands available. When leaders spend time chasing requests or checking information manually, that time comes from somewhere else. Sales. New partnerships. Production planning. Marketing. Expansion. The stuff that helps the brand move forward.

“**The visibility and organization that Runa gives us has transformed the way we work. Now we have clear processes, and the team can feel it.**

— Daniel Benavides, Founder and President

Where will the company be in 10 years?

Pisco Huamaní sees itself becoming a stronger regional name in the premium beverage category. Over the next ten years, the company plans to expand its portfolio, open new distribution channels, and build partnerships that help strengthen its international presence. But the idea is not to grow just for the sake of looking bigger. The brand wants to grow with care, because pisco has a story behind it. You cannot treat it like a random product and hope nobody notices. People notice. Especially people who know good pisco. The company also wants to protect its artisanal essence. That part matters. Growth can make brands weird if they forget what made them special in the first place. One day the product feels personal and careful. The next day it feels like it was approved by twelve people in a room with bad coffee. Pisco Huamaní wants to avoid that. The plan is to reach more markets while keeping the quality, culture, and identity that made the brand worth building.



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4.9/5.0



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SOFTWARE ADVICE

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