

Seasoned leader in the restaurant and bar industry with over eighteen years of experience in managing, promoting, and developing restaurant concepts. Successful track record in developing new revenue, increasing profit and sales. Efficient and effective in inventory control and in liquor, beer, wine, and food orders. Regularly trusted to fulfill staffing needs, hire, and train new employees and maintain low turnover.

SKILLS

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|------------------------------------|-------------------------------|---------------------------|
| ▪ Strategic Planning & Forecasting | ▪ Staff Training & Leadership | ▪ Revenue & Profit Growth |
| ▪ Business Development | ▪ Inventory Control | ▪ Safety Compliance |
| ▪ Sales Planning & Marketing | ▪ Event Planning | ▪ Budget Management |

EXPERIENCE & NOTABLE CONTRIBUTIONS**ZINBURGER WINE AND BURGER BAR • Durham, NC****2017 – 2020****ASSISTANT GENERAL MANAGER**

Oversee all day to day operations and supervise staff of a \$3.5MM per year restaurant.
Responsible for maintaining full staffing and interviewing and onboarding/orienting new staff.
Facilitate training programs and act as the lead hiring manager.
Conduct vendor orders, complete weekly inventories, and maintain inventory control.

BAR LOUIE • Raleigh, NC**2015 – 2017****ASSISTANT GENERAL MANAGER**

Led all day to day operations and supervise staff of a \$3MM per year enterprise.
Had key responsibility of maintaining full staffing and training of all new staff members.
Direct involvement with overseeing the trainers responsible for delivering accurate and actionable training.
Manage, develop, and evaluate monthly and quarterly budgets with the General Manager and Director of Operations.

KEY ACCOMPLISHMENTS:

- Key in opening the new store concept, setting pars and standards for staff, as well as building a new staff for the location.
- Established relationships with community in order to create weekly live entertainment and promotions for the restaurant.

HIBERNIAN PUB • Raleigh, NC**2013 – 2015****GENERAL MANAGER**

Responsible for and managed all routine functions and operations to achieve \$4MM per year in sales.
Overview of training program executed by managers and trainers to insure full staffing.
Conducted liquor and vendor orders and oversaw inventory control.
Responsibility for maintaining compliance with all safety and health regulations.
Managed all vendor contracts, payroll, and budgets.
Coordinated with Director of Operations and owners to develop promotional strategies and budget.

KEY ACCOMPLISHMENTS:

- Promoted from Assistant General Manager.
- Instrumental in re-opening the restaurant as a popular neighborhood attraction.
- Increased revenue by 22% and lowered labor and food cost.

WILD WING CAFE • Raleigh, NC**2007 – 2013****BAR MANAGER**

Managed and oversaw all operations specifically bar operations in a restaurant generating \$3MM per year in sales.
Worked in developing specials, menus, and specialty cocktails while maintaining and managing vendor relations, staffing, scheduling, and bar needs.
Coordinated with General Manager, Area Manager, and Owners to develop and achieve goals for the restaurant and sales.

EL DORADO CANTINA • Santa Monica, CA

2004 – 2006

ASSISTANT MANAGER/BARTENDER

Managed over 40 employees and supervised restaurant operations.

Oversaw and created staff schedules and managed payroll.

Maintained inventory control and conducted orders from vendors. Planned, organized, and managed a range of events from up to and including large scale corporate events.

Facilitated regular store opening functions as well as closing procedures.

KEY ACCOMPLISHMENTS:

- Increased private events revenue by \$75k through various sales and marketing strategies.

EDUCATION & TRAINING

Bachelor of Science in Pre-Medicine
HAWAII PACIFIC UNIVERSITY | Oahu, HI

ServSafe Manager Certification
11176604 | EXPIRES: 2020