

# Oreal Strudwick

## Beverage Manager

### Profile

Results-driven Beverage Manager with 2 years of experience in overseeing daily operations, inventory management, and staff training in high-volume establishments. Proven track record of enhancing customer satisfaction and increasing sales through innovative beverage offerings and exceptional service. Adept at fostering a positive team environment and maintaining strong relationships with vendors and suppliers. Committed to ensuring compliance with industry standards and regulations while driving business growth.

### Employment History

#### Beverage Manager at Coca-Cola Beverages Northeast, NY

May 2023 - Present

- Successfully increased beverage sales by 20% within the first year of employment, resulting in an additional \$2 million in annual revenue for Coca-Cola Beverages Northeast, NY.
- Implemented a new inventory management system that decreased out-of-stock instances by 30%, leading to improved customer satisfaction and retention.
- Developed and executed targeted marketing campaigns that boosted brand visibility and increased market share by 10% in the highly competitive New York market.
- Led a team of 15 sales representatives to achieve a 25% increase in new account acquisitions, expanding the company's client base and contributing to long-term growth.

#### Assistant Beverage Manager at PepsiCo, NY

Aug 2021 - Mar 2023

- Successfully increased annual beverage sales by 15% in the New York region by developing and implementing targeted marketing strategies, resulting in a revenue increase of \$2 million.
- Streamlined the supply chain process, reducing order lead time by 25% and improving overall efficiency, leading to a 10% reduction in inventory costs and saving the company \$500,000 annually.
- Developed and launched a new line of healthier beverages that contributed to a 20% growth in the company's health-conscious consumer segment, generating an additional \$1.5 million in annual sales.

### Certificates

#### Certified Beverage Specialist (CBS)

Oct 2021

#### Wine & Spirit Education Trust (WSET) Certification

Feb 2020

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### Education

#### Bachelor of Science in Hospitality Management at New York University, NY

Aug 2017 - May 2021

Relevant Coursework: Hospitality Operations, Strategic Management, Marketing, Customer Service, Human Resource Management, Financial Management, Facilities Management, Food and Beverage Management, Event Planning, and Tourism Management.

### Links

[linkedin.com/in/orealstrudwick](https://www.linkedin.com/in/orealstrudwick)

### Skills

Mixology

Inventory Management

Staff Training

Customer Service

Budgeting

Menu Development

Event Planning

### Languages

English

Hindi