

JOHN DOE

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FOOD & BEVERAGE DIRECTOR | BEVERAGE FIELD SALES MANAGER

Highly effective Food and Beverage Director with almost 15 years of experience specializing in generating sales revenue increase, food and spirits management, staff development and maintaining excellent customer satisfaction. Offering an array of skills in logical problem solving, fiscal budgeting, streamlining business operations, cross-functional collaboration and team management. Proven ability to oversee the launch of successful restaurants and event centers. Track record of success multi-tasking in dynamic environments.

SUMMARY OF QUALIFICATIONS

- Restaurant & Bar Management
- Sales Growth
- Vendor Management
- Supervision & Leadership
- Event Planning & Marketing
- Employee Training & Mentoring
- Fostering Key Business Relationships
- Booking Entertainment & Talent
- Strategic Menu Development
- Trend Analysis
- Efficient Scheduling
- Cost Controlling

PROFESSIONAL EXPERIENCE

GENERAL MANAGER - FOOD AND BEVERAGE

April 2017 - June 2017

123 Beach, City, XX

Managed the overall direction of Coastal Blue Restaurant and Bungalow Beach Bar.

- **Developed culinary and beverage menus** with a wide selection of offerings based on customer demand.
- Spearheaded seasonal operation planning of the Beach Bar assembly beginning in April.
- Scheduled Restaurant Managers and delegated server team rotations to fit current staffing.
- **Built key partnerships** with companies such as Sysco Foods, South Jersey Paper Supplies, Nestle and Gallo Wines.

GENERAL MANAGER - NIGHTLIFE

April 2015 - April 2017

ABC Casino, City, XX

Fostered talent relationship partnerships with numerous high-level clientele, including Strategic Group, SKAM Artists, Moodswing Management, KREAM Group, Windish Agency, CAA, DGI Management, William Morris, AM Only, Live Nation, World Ware Trading Company and The Rich Group. **Launched 4500-person Festival Park and Premiere Nightclub.**

- Generated **\$14.7 million in sales** in 2017.
- Conducted **Annual Performance Reviews** for Junior Management Staff and Hourly Team Members.
- Executed efficient booking of Talent and Acts for both our Nightclubs to provide consistent quality entertainment.
- Organized invoices and processed funds for all talent to ensure accurate budget alignment.
- Communicated with our partners at Live Nation regarding additions to our Talent schedule.
- Coordinated transportation and hotel rooms while acting as a liaison for Acts and Talent upon arrival.
- **Ensured no higher than a 15% beverage cost** for the venue through successful cost control and menu design.
- Maintained positive relationships with multiple departments in the building, including Facilities, EVS, Culinary, Banquets and Catering, Casino Floor and Marketing.
- Optimized **strategic scheduling, placement and training** of Management and Staff based on critical paths.
- Utilized knowledgeable experience to **implement appropriate direction of Bar Design** with review of work stations/layouts, Service, Front and Back Bar Setup.
- Orchestrated OSE, Smallware, and Linen to fully assemble the outlet as well as ensured inventory set for openings.
- Facilitated safety training based on OSHA requirements.
- **Arranged dozens of prestigious nightlife events and private parties** for a variety of organizations.