
JESSE KENDALL

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FOOD AND BEVERAGE DIRECTOR

Results-oriented food and beverage director with 18 years of senior-level management and entrepreneurial experience in restaurant and hospitality operations. Proven track record of increasing profitability through keen analytical and financial management skills. Well-respected leader with a history of motivating teams to peak performance in efficiency and service.

Key skill areas include:

- Strategic Planning
 - Revenue Growth
 - Marketing Strategies
 - Service Enhancements
 - Food Sanitation Practices
 - Menu Development
 - Vendor Sourcing & Negotiations
 - Inventory & Cost Control
 - Human Resources
 - Training & Development
 - Staff Motivation & Supervision
 - Unionized Workplace
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PROFESSIONAL EMPLOYMENT

ABC RESORT & CASINO – Miami, FL

Food and Beverage Director, 20xx

Directed all food and beverage operations including casual and formal restaurants, kitchen, lounges, catering, banquets, and room service in a 220-room resort hotel. Recruited, trained, and managed employees in a unionized arbitration environment. Supervised four managers with oversight for staff of 47.

- Evaluated, redesigned, and reopened a previously neglected coffee shop outlet.
- Established menu, inventory, and layout for newly opened "Divi Links" miniature golf course.
- Developed and designed new pizza restaurant outlet, including modifying architectural renderings, concept name, front- and back-of the house layout, equipment, and menu.
- Maximized restaurant capacity and patron flow by implementing a guest silent pager system.

BCD HOTEL & CONFERENCE CENTER – Miami, FL

Director of Food and Beverage Operations, 20xx

Executed all F&B operations with full P&L responsibility for a Four-Diamond property. Managed marketing and sales, inventory control, menu development and costing, and client relations. Prepared yearly budgets for all F&B departments. Purchased all furniture, fixtures, and equipment. Handled banquet events of up to 1,000 guests. Introduced inventory control systems. Trained, supervised, and evaluated a staff of over 75.

- Reduced food cost from 43% to 30% and beverage cost from 35% to 23%.
 - Increased sales from \$800,000 to \$3.5 million.
 - Developed standard operating procedures for all F&B departments.
 - Set standards and implemented bonus programs for catering sales staff.
 - Successfully led a \$1 million renovation of all meeting space.
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EDUCATION & AFFILIATION

AA in Hotel, Motel, Food, and Beverage Management, XYZ COLLEGE – Miami, FL

Certified Food and Beverage Executive of CFBE

National Association of Catering Executives (NACE)