**AARON K. NAWAI**

110 NW Elk Ln. Phone: 805.680.2280

Poulsbo, WA 98370 Email: [Aaron.nawai@gmail.com](mailto:Aaron.nawai@gmail.com)

A top-performing, skilled professional credited with combining sales, 15 years of restaurant expertise, and utilizing local food and drinks to deliver revenue growth in highly competitive markets. Strong expertise in vendor sourcing, event management, and menu development, as well as leveraging existing networks, and proactively maintains costs, and develops profit. Highly accomplished in consultative selling and ability to build and maintain relationships.

# Areas of Expertise

* Enhanced Services
* Marketing Trends & Styles
* Strategic Planning/Budgeting
* Inventory & Cost Control
* Financial & Accounting Analytics
* Social Media & Brand Marketing
* MICROS & Aloha P.O.S. System
* New Business Development
* Innovative Menu Development
* Training & Leadership
* Safety & Sanitation
* Procedures
* P&L Analysis
* Microsoft Office

# Key Skills Assessment

**MICROSOFT MTA SECURITY FUNDAMENTALS –** Exam 98-367

**COST MAINTENANCE** – Ensured 25% food cost, 28% labor cost, and 17% liquor, wine, and beer cost

**AWARD WINNING MANAGEMENT** – Le Café Stella was voted “Best New Restaurant” by the Santa Barbara Independent annual Readers’ Poll

# Professional Experience

**SOUND MOBILITY,** KINGSTON, WA 2017-Present

**REHAB TECHNOLOGY SPECIALIST**

* Collaborate with Physical Therapists to provide custom wheelchairs to meet their patient’s physical requirements
* Draft and submit patient evaluations and seating element recommendations using product knowledge and patient’s ICD-10 diagnosis
* Perform repairs as needed, and maintain client’s manual or power wheelchairs

**SILVER CITY RESTAURANT AND ALEHOUSE,** SILVERDALE, WA 2014-2017

**DIRECTOR OF OPERATIONS- FOH**

* Inspected weekly, monthly, quarterly, and yearly P & L statements
* Constructed, and installed a simplified, low cost beverage program
* Implemented and inspected organizational changes and improvements
* Keep current with industry trends and best practices
* Conducted quarterly inspections of the property to determine areas needing repair, or improvement
* Surveyed health and safety inspections for compliance with state regulations
* Analyzed the Cost-of-Goods sold reports
* Installed and maintained Digital Pour software
* Investigated guest complaints with quick resolution

**FIRST CLASS CONCESSIONS,** SANTA BARBARA, CA 2012 – 2014

**GENERAL MANAGER**

* Procured contracts and relationships with approved vendors
* Inventory control
* Prepared and submitted operational reports
* Ensured concessions met or exceeded brand standards
* Monitored customer service standards

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**LE CAFÉ STELLA,** SANTA BARBARA, CA 2011 – 2012

**GENERAL MANAGER**

* Implemented operational procedures
* Oversaw banquets and events up to 180 people
* Expanded revenue through the development of a retail program
* Performed regional cost analysis and industry research
* Ensured health and quality of all food and beverage deliveries
* Developed and implemented training programs

# Previous Employment

**Maitre D’**, Stella Mare’s, Montecito, CA (2009-2011)

**Banquet Manager**, Events by Stella Mare’s, Santa Barbara, CA (2009-2011)

**Outlets Manager**, Fess Parker’s Doubletree, Santa Barbara, CA (2007-2009)

# Awards & Certifications

Microsoft MTA Security Fundamentals

Le Café Stella , Winner, “Best New Restaurant”

Level 1 Sommelier Certification, Master Court of Sommeliers

**REFERENCES**

**Blake Piety**

Owner, Silver City Restaurant & Alehouse

PH. (360)698-5879ext.125

KNOWN 6 YEARS

**Jesse WASSON**

School Teacher, North Kitsap School District

(360) 692-7590

KNOWN 15 YEARS

**CHRISTOPHER COSTALES**

QUALITY ANALYST, U.S. GOVERNMENT

(808) 346-9660

KNOWN 25+ YEARS