

Daniel Ford

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954-604-4270

Experience

Empire Merchants

New York, NY

Sales Consultant – On Premise Wines

October 2018-Present

- Maintained, developed, and grew sales by working directly with bars and restaurants
- Pursued and developed new account leads
- Planned daily, weekly, monthly, and yearly sales goals
- Met and exceeded pre-determined sales quotas

The Modern

New York, NY

Captain

September 2017-October 2018

- Guide guests through menus while demonstrating thorough knowledge of the food and ingredients
- Guide guests through wine and cocktail lists

Front Waiter

November 2015-September 2017

- Managed guests' table maintenance throughout the meal
- Managed pacing of the guests' meal

Betony

New York, NY

Captain

November 2014-November 2015

- Guide guests through menus while demonstrating thorough knowledge of the food and ingredients
- Guide guests through wine and cocktail lists

Expeditor

August 2014-November 2014

- Managed kitchen servers
- Lead communication between the kitchen and dining room staff

Education

Culinary Institute of America Hyde Park, NY

- Bachelor of Professional Studies, Culinary Arts Management

Certifications and Skills

Solicitor Permit, Division of Alcoholic Beverage Control New York

Certified Sommelier, The Court of Master Sommeliers

TIPS Certified, Training for Intervention Procedures