

Adam Jaafar

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Authorized to work in the US for any employer

Work Experience

Sales Representative

Ecolab-Trenton, NJ

May 2017 to Present

Ecolab, sales representative 2017 to Current

- Managed a territory totaling at 1.5 million in sales over 114 accounts 24 of them are government accounts that covered a large area of central and South Jersey including ordering, inventory, service & training customers on health and safety guidelines.
- Worked with distribution partners to increase sales of Ecolab solutions inside accounts while also prospecting and selling new business
- Installed and maintained commercial dishwashing equipment. Diagnosed and made repairs to electrical equipment, using my knowledge of electrical circuits, and plumbing issues on equipment and insured overall customer satisfaction.
- Responded to emergency calls 24/7 and worked independently 95% of the time.
- Maintained company vehicle which I brought home everyday.
- Budget Achievement 2020, 2021, 2022

Multi Unit Manager

HOMHOST

June 2013 to March 2017

Ensures all GMS and staff recognize the importance of preparing each of the zone's restaurants for next-day opening, holding GMS accountable for executing all closing and opening checklist/requirements

Staffing/Deployment

- Responsible for scheduling GMS to ensure the zone has a leader-decision maker on site within the zone during all hours of operations, and that all restaurants have a person-in-charge on site during all operating hours.
- Understands, adopts, and consistently demonstrates defined manager behaviors designed to create an environment where employee engagement thrives
- Close stores and Plazas for rebuild or renovation and open, Follow up with contractor in a weekly and daily basis
- Provides restaurant GMS consistent support, coaching and encouragement necessary to achieve business goals
- Ensures company and branch diversity and inclusion philosophy is understood and actively executed within the restaurants in the zone
- Interviews candidates for key jobs, makes hiring, termination, advancement, promotion or any other status change decisions for associates within the zone. Promotes HMSHost as an employer of choice within the local community
- Holds GMS accountable for on-boarding and off-boarding of all restaurant associates, to include all activities related to compliance with proper badging requirements, orientation, OJT, and other company training/processes. Ultimate accountability for ensuring the collection of terminated employee badges, communicating terminations to HR

- Reads and understands financial and operational data and reports to monitor progress towards zone goals and assigns associates to meet those objectives
- Regularly meets and collaborates with the DO/Sr Do about issues, decisions, people, and strategy, Communicates leadership's vision and goals to zone leadership.
- Supports company recognition initiatives and develops and implements plans that will motivate and recognize restaurant staff for their contributions and performance, including using Shout-Out tools and materials.
- Accepts, understands, adopts, trains and champions all Employee Engagement behaviors
- Engages with Ops Controller and DO/SDO on financial decisions and enacting needed controls. Makes purchasing decisions for repairs, maintenance and supplies in coordination with branch leadership. Is aware of Loss prevention concerns and escalates those concerns to LP personnel.

Product Availability/Working Equipment

- Ensures daily orders are prepared and units are stocked with appropriate levels of product and teaches associates these order procedures
- Ensures restaurants receive goods, process invoices, contact vendors for supply chain issues/product availability.
- Ensures GMS and staff are proficient in company used tools like MIV, Crunch Time, Kronos and other programs as utilized by the company.
- Monitor/maintain restaurant equipment, schedule routine service or repairs as needed.
- Champions minimization of waste, records as needed and participates in food donation program.

Brand Knowledge/Proficiency

- Assesses skill levels of restaurant associates and conducts and coordinates on-the-job and other training/education activities as necessary
- Embraces technology and inspires employees to understand and adopt new technologies implemented by the company
- Maintains a working knowledge of all applicable brand standards, CBAs, Landlord lease agreements, and all procedures and protocols to maximize brand/landlord/labor relations, and teaches associates these standards
- Develops and implements creative strategies to increase revenue

Visual/Vibe/Appeal

- Manages the day-to-day activities of associates within a zone - which is a defined individual or group of restaurants or points-of-sale
- Uses judgment and discretion to resolve customer and associate questions and problems and determines when to refer more complex issues to senior level leaders
- Recognizes, understands, and utilizes subordinate leaders' strengths and provides ongoing feedback that reflects on progress against individual development goals and business goals
- Ensures planned maintenance is conducted and addresses all maintenance and repair items as needed
- Implements marketing programs as directed by OSC or brand initiatives, complies with promotional activity, drives revenue and interacts with support teams for AB programming, sales matrix, Coke programming or other as directed.

Safety

- Maintains an in-depth understanding of all federal, state, and local sanitary, (Covid 19) safety, and health standards, and all procedures and protocols to comply with the law
- Holds GMS accountable for ensuring all safety standards are understood and met
- Trains new managers and associates in wellness check protocols and adheres to new COVID 19 requirements.
- Understands and performs all Health and Safety activities as specified in the Manager's Guide to Associate Health and Safety

Cultural Representative

Walt Disney World

September 2009 to June 2013

Disney's Moroccan Marrakech Restaurant, Front of house leadership role
September 2012 to December 2013

- Assigned staff to tasks for the day
- Experienced in high volume interactions and monitoring reservations
- Partnered with outside vendors to obtain knowledge about the menu
- Responsible for shipments, opening and displaying of merchandise and food
- Display safety, courtesy, efficiency and show, each day by ensuring the guests have a magical dining experience
- Serve, bartend, stock and prepare food, drinks and cocktails
- Maintaining serving area and multitasking large tables

Server/Bartender

Les Trois Diables Pub-Nice, FR
September 2006 to August 2009

Quickly mix a variety of simple and complex cocktails

- Maintain the stock levels to prevent shortages of critical items
- Set up special events and private parties
- Replace the assistant bar manager when necessary

Education

Hospital and management degree

Skills

- Special Skills: Speak French, English and Dutch Languages
- Dish machine expert (6 years)
- Payroll
- Supply Chain
- Upselling
- Remodeling
- Loss Prevention
- Human Resources
- Micros POS
- Aloha POS
- Team management
- IT support
- Profit & loss
- French
- Renovation
- HACCP

- Banquet experience
- Employee orientation
- Construction management
- Research
- Cost control (8 years)
- Cost management (8 years)
- Labor cost analysis (8 years)
- Data entry (4 years)
- Leadership (8 years)
- Team management (8 years)
- CrunchTime (4 years)
- EDP (3 years)
- POS
- Forecasting
- Process Improvement
- Budgeting
- Good with electronic and plumbing (6 years)

Certifications and Licenses

Driver's License