Julien Hassan

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|  | **General Manager Profile** |  |
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Accomplished and customer-focused executive with repeated success developing and executing strategic business plans, credited with expanding markets and boosting revenues. Demonstrated success driving revenue growth, while providing leadership in highly competitive markets. Adept at exploring new business opportunities around previously untapped resources. Tenacious in building new business, securing customer loyalty, and forging strong relationships with key business partners. Articulate communicator, exhibiting excellent organizational and interpersonal skills at all business levels.

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| * Strategic Planning & Analysis * Business Operations Oversight * Fiscal Management | * Budget Administration * Regulatory Compliance * Building Relationships | * Training & Development * Problem Resolution * Effective Communication |

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|  | **Career Experience** |  |
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**Managing Director / Operator**, Mojo Catering Baltimore, MD 2019 to Present

Hold key accountability for delivering catering services for university events and Chesapeake Bay Area, while maintaining a positive image. Manage inventory, aligning stock with current demands. Deliver training to staff member to improve knowledge, skills, and industry knowledge. Ensure effective utilization of available resources and processing event orders.

* Met or exceeded set targets through accurate identification of customer needs.
* Promoted strict adherence with company policies, procedures, and best practices.

**Regional District Manager**, Pizza Studio Baltimore, MD 2014 to 2019

Coached and trained staff members for continual business and career growth. Administered all significant challenges associated with creating budgets, navigating P&L statements, and defining sales targets. Conducted monthly quality assurance audits to ensure regulatory compliance. Served as primary franchisee liaison, ensuring attainment of set business objectives.

* Provided complete supervision for the highest grossing location in the company.
* Delivered active functional support to lead the team that opened all of the corporate locations and many of the Franchise Locations on The East Coast.

**General Manager**, Garbanzo Mediterranean Grill Gambrills, MD 2012 to 2014

Spearheaded the development and execution of catering program to accomplish desired targets. Recruited, trained, developed, and scheduled employees. Planned, directed, and controlled financial resources.

* Steered efforts for the opening of a brand new market for the company, Maryland.

**Operations Manager**, Grand Summit Promotions Minneapolis, MN 2010 to 2012

Provided end-to-end management and supervision of business, public, and nonprofit entities. Oversaw all phases of projects, from analysis, design, development, and evaluation. Evaluated team performance against set benchmark. Ensure strict compliance with rules and regulations.

* Negotiated and secured high profile accounts in the Minneapolis Area, including Children’s Hospital.

**Assistant General Manager**, The El Ray Los Angeles, CA 2004 to 2010

Credited for managing inventory for high volume entertainment venue. Enabled the decision-making process by formulating and presenting reports to senior management. Delivered high-level guest services for large and diverse crowds.

* Played a key role as liaison Wolfgang Puck Catering to Open the LA Live Entertainment Complex in Downtown Los Angeles.

Additional Experience:

Banquet and Restaurant Manager, The Washington Inn Oakland, CA

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|  | **Education** |  |
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**Bachelor of Arts, Major: Psychology, GPA 3.4**

Morehouse College, Atlanta, GA