

**FULL NAME:** Marius Chelarescu

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**Available dates:**

**Start work date:** 15.01.2020

## PROFILE:

I am an open minded person who, following certain steps regarding career development has evolved essential skills as established thru the following examples. I have become a hard worker in the sport domain, namely 6 years of performance by always being optimistic and can easily cope with under pressure. Later, at an early age, I discovered the hospitality industry, which I fell in love with, that lead me to wish to learn as much about this field, not only technically, but socially, by interacting with guests from all fields and social classes, learning to thank and anticipate their wishes. The pressure of the sales targets, daily interaction with different types of people and desire to perform do nothing but develop the ones outlined above, and prepare me for the following chapters that are yet to come.

## EDUCATION:

**School name** Sports College "LPS Brasov"

**Start date** 09.2012 –**End date** 06.2016

## WORK EXPERIENCE:

**Company 1:** D.P.C. Horeca

**Start date** 11.2018 –**End date** present

**Job title:** Horeca Sales Representative

**Description:** The activity of the company is carried out in the Horeca domain by selling: premium wines and spirits, cigars and coffee. Sales Representatives sells products, goods, and services to customers. They are responsible for finding and engaging with new customers through referrals, networking, and cold calling. Sales Representatives maintain relationships with their existing customer base through office visits, meetings, check-up calls, or follow-up emails. Sale Representatives are often in charge of penetrating a specific industry, client, or geographic area.

Company 2: Amigo & Intercost Brasov

Start date 07.2018 –End date 11.2018

Job title: Sales Representantive for PepsiCo

**Description:** Establish relationships with new customers. Maintain and grow relationships with existing customers. Strive to improve customer satisfaction through excellent customer service. Identify and respond to client needs. Keep a high level of knowledge about existing products and services, and learn about new products and services as they come in. Anticipate the needs of clients. Meet with customers to determine their specific needs and wants, making suggestions as appropriate.

Company 3: Deane's Irish Pub & Grill

Job title: Bar Manager

Start date 02.2017 –End date 07.2018

**Description:** Delegate duties and tasks to staff to meet objectives and maximize resources. Assess development needs and train and coach staff. Set and monitor quality and service standards for staff. Direct and manage staff members to meet standards and objectives. Ensure staff operate within company policies. Organize and adjust staff rotas and schedules in accordance with available resources and labor regulations. Oversee the preparation and presentation of beverages to meet set standards. Resolve customer complaints promptly. Monitor cleanliness and hygiene of bar area. Oversee the bar display to maximize functionality and attractiveness. Maintain regular communication with staff and management through meetings and discussions

Job title: Mixology Bartender

Start date 10.2015 –End date 02.2017

**Description:** Prepare alcohol or non-alcohol beverages. Interact with customers, take orders and serve drinks. Assess guests needs and preferences and make recommendations. Mix ingredients to prepare cocktails. Restock and replenish bar inventory and supplies. Stay guest focused and nurture an excellent guest experience. Comply with all food and beverage regulations.

Company 4: Keller Steak House

Start date 03.2015 –End date 10.2015

Job title: Part-Time Waiter

**Description:** Fine Dining Servers must be experts on a restaurant's offerings. When patrons inquire about food choices, Fine Dining Servers should be able to explain ingredients, preparation techniques and available substitutions. They know about daily specials or seasonal offerings not on the menu and convey information about these additional choices to the dining party. Fine Dining Servers also may offer suggestions to enhance the experience, such as which wine pairs well with a given entrée.

## SKILLS:

- Organazing and managind bar department at "Folk Rock Fest Piatra Craiului" August 15-17 2019
- Occasional events bartender



- Occasional sommelier (wine tasting and presentation)
- Consultant within bars and restaurants for menu and daily activity
- Attending at Word Class Romania 2017 Semifinals
- Attending at Diageo Bar Academy Essentials, Advanced and Business of Bars
- Attending in different trainings, courses and seminars about coffee, wine, spirits and cigars
- Driving license – ( B )
- Former member of the national and Olympic boxing team of Romania
- Multiple medal at the national boxing championships

