

JESSICA LANG

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A Catering Director with 10+ years of experience specializing in hospitality management, client relations, account management, and business development. A strong history of planning and executing large events for corporate clients with up to 800 guests. Adept at building and Leading high-performance teams and developing long-term relationships with customer accounts.

PROFESSIONAL EXPERIENCE

CATERING DIRECTOR

Premiere Caterers, Nashville,TN | May 2016 - Present

- ◆ Oversee 80+ active clients and corporate accounts generating over \$2.5M in annual revenue,execute corporate events with up to 800 attendees, build and develop client relationships, and lead initiatives to close new business and expand territory growth
- ◆ Manage a catering team of 30+ servers and provide training in customer service techniques, client relations, and food safety protocols
- Identify opportunities to reduce operational expenses and food costs by 10% for events by enhancing resource allocation and performing vendor negotiations

CATERING MANAGER

Catering Event Pros, Nashville,TN | May 2011 - May 2016

- ◆ Interfaced with 30-40 active client accounts to plan and execute 300-person events, which included developing menus based on guest specifications, coordinating catering teams, and planning logistics forevent setup and breakdown
- ◆ Conducted negotiations with vendors for event equipment, supplies, and food product
- ◆ Coordinated with the catering director to develop and manage a \$700K annual budget

EDUCATION

BACHELOR OF SCIENCE (B.S.) TOURISM & HOSPITALITY

University of Tennessee, Nashville, TN | September 2007 ■ May 2011

KEY SKILLS

- ◆ Event Management
- ◆ Catering Services
- ◆ Account Management
- ◆ Strategic Planning
- ◆ Logistics

CERTIFICATIONS

- ServSafe Certification, 2011