

# ALLISON ROSENBERG

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A Catering Manager with five years of experience within the hospitality industry, specializing in event management, team leadership, sales, and catering services. A proven track record of identifying opportunities to grow client accounts and close new business. Adept at leading catering teams to plan and execute special events with up to 400 attendees.

## EDUCATION

BACHELOR OF SCIENCE (B.S.)  
TOURISM & HOSPITALITY  
Boston College, Boston, MA,  
September 2013 - May 2017

## KEY SKILLS

- Account Management
- ♦ Catering Services
- Event Management
- Client Relations
- Hospitality Management

## CERTIFICATIONS

- ♦ ServSafe Certification, 2017

## PROFESSIONAL EXPERIENCE

CATERING MANAGER  
Salvatore's Catering, Boston, MA  
May 2019 - Present

- ♦ Manage, develop, and retain 40+ active client accounts for catering services valued at \$50K-\$150K, prospect new business, build client relationships, and identify opportunities to cross-sell services and maximize account profitability
- ♦ Coordinate with the Catering Director to develop territory strategy and marketing plans to exceed annual sales goals by 50%-130% YOY
- ♦ Lead teams of 15+ servers, event coordinators, and kitchen personnel to plan and execute specialty events with up to 400+ attendees, including company events and weddings

CATERING MANAGER  
Elevate Catering Services,  
Boston, MA  
May 2017 - May 2019

- ♦ Served as the point of contact for 25+ active customer accounts valued at \$20K-\$50K, fielded inquiries, conducted prospecting to drive business, and coordinated planning and logistics variety of catering events with 150-200 attendees
- ♦ Oversee catering and event teams of up to 10 personnel, coordinated food supplies, event equipment, and decorations, and ensured high-quality service of food and beverages in compliance with dietary needs and restrictions