

Hello!

My name is Nazarii and I am from Ukraine.

I am actively looking for the Mid-management position in Sales and Marketing department and I am enthusiastic to gain international experience in Asia while bringing my knowledge to your company as a broadly trained and highly motivated young hospitality professional.

My current objectives is to enhance in-depth knowledge of the hospitality management and prepare for future leadership roles which will enable me to utilize all of the experiences gained from my professional career, studies & practical trainings. I am very excited to be immersed in professional environment of hospitality industry and I am willing to get responsible position where my knowledge and experience will be able to be shared and enriched.

As you can see from my resume I am graduated from East European National University with bachelor degree of Tourism and Hospitality management and obtained certificate from Grosvenor House Hotel Academy in course focused on guest services and essentials of management. Throughout my career I have gained knowledge and skills in food and beverage, sales and event planning and feel these areas of expertise work very closely together. I worked in several 5-star and luxury-international hotel chains located in Dubai and Greece. I also obtained additional experience as a Management trainee in small boutique hotel in Ukraine.

I am looking forward to starting a new challenge by April 2014 !

Thank you for your time and consideration.

Sincerely,

Nazarii Zubovych

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DOB: 10 June 1990

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Linkedin: ae.linkedin.com/pub/nazarii-zubovych/53/aa0/898/

Skype: nazarii-zubovych

Marital status: Single

Nationality: Ukrainian

Location: currently in Dubai, UAE

Driving license: International UAE license

Total Work Experience: 5 years



Professional strengths

- Extensive knowledge of hospitality management and services.
- Deep understanding of hotel regulations & policies.
- Deep awareness of food hygiene, health & safety issues.
- Familiar with food and beverage service techniques, menu & drink list planning.
- Detailed knowledge and understanding of cocktails, spirits, wines & champagnes.
- Experience in F&B event planning and sales techniques.
- Ability to communicate confidently and in a professional manner.
- Strong planning, organizational and prioritization skills.
- Excellent IT skills with the ability to produce e-presentations, reports and spreadsheets.
- Problem analysis and problem solving.

Professional experience

May 2013 - Present time

Fanar Al Khaleej Trading, Sharjah, UAE. (www.fanargroup.ae)

Ass. Sales and Marketing manager (Hotel division/Food service)

Responsible for sales, promotion, management and development of the company's business, products and services within the United Arab Emirates and GCC.

In collaboration with Executive Sales manager I am In charge of development and management of the new gastronomy brand - "Chef-Tech".

- Building loyal relations with Top Middle East Chefs .
- Conducting meetings and presentation with Chefs.
- Following up and supporting any potential new business with clients.
- Maintaining accurate clientele history on a electronic database.
- Marketing of products and services through events and exhibitions.
- Planning and managing of promotional events.
- Sales forecasting.
- B2B selling.
- Market survey.
- Portfolio development.

October 2011 - May 2013

Dubai, UAE. Grosvenor House *** (www.grosvenorhouse-dubai.com)**

F&B outlet Team leader

Responsible for the smooth running of the Bar & its business performance while reporting to Bar manager. Maintaining high standards of spirits & wines, food, service, health & safety and helping to deliver best service to customers at all times.

All of the experience gained from my studies & practical trainings in terms of working with multicultural groups have really helped me to lead a team of many different nationalities, as well as dealing with the local culture and the demands of the international guest diversity .

March-July 2011

Lutsk, Ukraine. Boutique Hotel "Zaleski"** (www.zaleski-hotel.com)**

Management development program.

This was a 4 months training in Food & Beverage department. I was practiced as F&B management trainee assisting Food & Beverage manager. This training enabled me to learn more about European hotel's standards, improve event management skills and enhance my understanding of how to run F&B outlets in efficient manner.

- Supporting the F&B Management team to manage and supervise the restaurants and bars.
- Assisting with the F&B venues preparation.
- Dealing with international guests.
- Dealing with guest complaints in a friendly and efficient manner, ensuring guest satisfaction at all times.
- Assisting the F&B Manager with menu planning.
- Providing hands-on training to new and existing staff members.
- Developing marketing promotions for F&B venues.
- Handling 50-70 covers per service plus hotel's function.

I received a letter of achievement at the end of this placement.

October 2010- September 2011

Lutsk, Ukraine. Hotel "Zaleski"** (www.zaleski-hotel.com)**

Restaurant Junior Supervisor

I was involved in daily restaurant set up, wine inventory and promotions planning. Other responsibilities were following:

- Working towards the timely set up of the restaurant , according to the meal settings and in line with the opening hours.
- Handling the welcome of arriving guests and their seating through the hostess and take over, if she is not available.
- Maintaining restaurant appearance.
- Ensuring customer satisfaction.
- Communicating between kitchen and wait staff.
- Taking orders and maintaining appropriate food & wine service.
- Conducting Safety & Beverage trainings.
- Maintaining the par stock level of beverages stock for 50 seating capacities.
- Composing daily performance reports to F&B manager.

April – October 2010

Heraklion, Crete, Greece. Apollonia Beach Hotel & SPA*** (www.apollonia.gr)**

Food & Beverage Internship

4 -weeks complete Guest Relations training, Catering, Sales training and computer skills training. 20-weeks practical part of program concentrated in F&B department, position:

Bartender

- Preparing the drinks as per the standards.
- Serving the drinks as per the guest order.
- Maintaining the cleanliness of bar & control the expired Item following HACCP procedure.
- Maintaining the par stock level of beverages stock for 90 seating capacities.
- Following the hotel beverage standard and management system for highly service.
- Ordering & maintaining equipment for the bar.
- Ensure the bar inventories followed as per hotel S.O.P.
- Handling guest complaint.

I received a commendation letter from the hotel F&B Director at the end of this placement.

April – October 2009

Hersonissos, Crete, Greece. Serita Beach Hotel*** (www.mitsishotels.com)**

Food & Beverage Internship

I was engaged in rotational training in the Food & Beverage department. Some positions were focused on Restaurant (host, waiter), Bar (bar-back, bartender), Room Service attendant.

Was tasked with the responsibility of making new room service menu, with the support of the F&B Director. This was a 6 month project, involving many other hotel departments, which enabled me to improve my communication and influencing skills.

I received a commendation letter from the hotel F&B Director at the end of this placement.

Trainings & Skills

Languages:

Native Ukrainian and Russian, fluent English and some Polish.

Computer & Software:

Microsoft Office, MICROS Hotel Management Software, Internet & Apple

Trainings:

- Single malt whisky & bourbon trainings
- Blended whisky trainings
- Canapé & cheese trainings
- Classic cocktail trainings
- Champagne trainings, champagne cocktails
- Serving wine technique
- Cigars trainings
- Food hygiene
- Handling complaints
- HACCAP
- Up-selling technique
- Time Management and Organizational Skills
- Basic Skills in Management and Leadership

Education

- **East European National University, Ukraine.**
Completed 4 years of Bachelor's degree in Tourism and Hotel Management from 1 of September 2007 to 30 of June 2011.
- **Grosvenor House Hotel Academy, Dubai.**
Completed 2 month certified training in Essential Of Management from 4 of March to 25 of April

Professional references

- Bart Wehman - Senior Manager at Fanar Al Khaleej (Food & Beverages) Sharjah, UAE.
Mob: +971 50 367 5791; **Email ID:** bart.wehman@gmail.com
- Wasantha Wickramasinghe - Outlet manager, Grosvenor House, Bar 44, Dubai, UAE.
Mob: +971 56 372 71 77; **Email ID:** wasantha.wickramasinghe@luxurycollection.com
- Maksim Levchenko - Hotel Manager, Hotel Zaleski, Lutsk, Ukraine.
Email ID: hotelzaleski@ukrpost.ua



GROSVENOR HOUSE
A LUXURY COLLECTION HOTEL

Dubai



Le ROYAL MERIDIEN

Talent Development and Brand Excellence

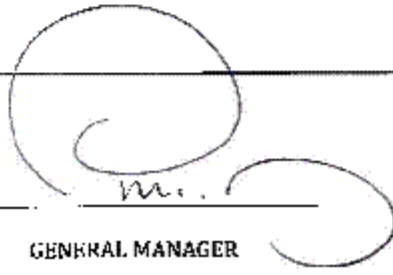
certifies that


Nazarii Zubovych

has successfully completed the requirements of the training course

Essentials of Management

March 2013


GENERAL MANAGER


TALENT DEVELOPMENT AND
BRAND EXCELLENCE MANAGER



LETTER OF REFERENCE

In the period from 01. 03. 2011 till 01. 07. 2011 ZUBOVYCH NAZARII was practiced in Hotel Zaleski * * * * * which is located in Lutsk, Ukraine.

During this time, he worked in F&B department. He was practiced as Food and beverage manager assistant (three months in restaurant and one month in bar). He did his duties successfully.

Also this period he showed next features:

- Communicative
- Pleasant attitude
- Kindly
- Helpful
- Great team work
- Began and finished his work on time
- Successfully learning of the European hotel's and restaurant's standards.

Hotel manager
Maksim Levchenko





MITSIS
HOTELS

Serita Beach Hotel *****

CERTIFICATION OF ACHIEVEMENT

We certificate that the student **ZUBOVYCH NAZARII** with Passport Nr **EE 296045** and **UKRAINIAN** Nationality has completed successfully the internship program in our hotel for the period May the 27th 2009 until September the 30th 2009 with the following abilities :

	F & B DEPARTMENTS
PROFESSIONAL INTEREST AND ADAPTABILITY	4
COOPERATION WITH COLLEAGUES AND SUPERVISORS	4
QUALITY OF CUSTOMER SERVICE	4
CONSISTENCY IN PERFORMANCE	4
INITIATIVE	4

Marks : 5= excellent - 4 = good - 3 moderate - 2 = adequate - 1 = poor

Date: 30 - September - 2009

Hotel Manager

Emmanouil Filippidis

ΑΚΤΗ ΑΡΙΑΔΝΗ Α.Ε.
ΦΙΛΟΘΕΗΣ 12 - 111 47 ΓΑΛΑΤΣΙ
ΞΕΝΟΔΟΧΕΙΟ SERITA BEACH
ΑΝΙΣΣΑΡΑΣ - ΗΡΑΚΛΕΙΟ
Α.Μ.Α.Ε. 11304 / 01 / 8 / 86 / 98
Α.Φ.Τ.Α 094038014 - Φ 430805

Food & Beverage Manager

Nick Vastardis

ANISSARAS, 70014 HERONISSOS, CRETE, GREECE

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, 02 October 2010

TO WHOM IT MAY CONCERN

Mr/s NAZARII ZUBOVYCH was as a student in our hotel Apollonia Beach Resort & Spa in Amoudara, Crete for practical training in the restaurant and bar for the summer season 2010.

We can verify that, he/she was always very correct in his/her work, helpful with the guests and followed the instructions of him/her advisers correctly, he/she was always on time and reliable in him/her working.

We were happy that he/she stayed with us for the season and we wish him/her all the best for his/her future.

Manolis Manousos
General Manager

OLYMPIC GROUP OF HOTELS
ΕΠΙΧΕΙΡΗΣΗ ΚΡΗΤΗΣ Α.Ε.
ΞΕΝΟΔΟΧΕΙΟ ΑΠΟΛΛΟΝΙΑ
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ΥΠΟΚ/ΜΑ Β. ΞΕΝΟΔΟΧΕΙΟ SANTA MARINA