

Contact

8129 Caraway Ave
6897770879 (Mobile)
michaeldmcintyre90@gmail.com

www.linkedin.com/in/macdmcintyre
(LinkedIn)
twitter.com/michaeldmcintyre1
(Personal)

Top Skills

Creative Problem Solving
Engagement
Coachability

Certifications

Filling the Funnel

Michael McIntyre

Filling the Funnel Certified | Copywriter
Orlando, Florida, United States

Summary

The new and improved version of Michael McIntyre is here! Known to his many regulars in the hospitality industry as a bartender who crushed monthly sales numbers (top five every month for eleven of the last twelve before quarantine), price-per-plate contests, Liquor-Beer-Wine percentages, one time selling a sandwich to Khal Drogo (I consider this to be my career-high), and my killer award-winning chili recipe (now with two types of beans!) Looking to be the next top performer with my next SaaS sales team.

In my free time, I'm an avid reader, especially military history and the history of food (ask me about salt), play local league flag football as a receiver and playbook designer, cook street food from around the world, and write science fiction.

I'm never satisfied with good enough, or even being great. I want to be the best at everything I do. My training with preHIRED helps me further that goal by providing me with a comprehensive sales learning environment. If you find any of this exciting or just looking for the perfect Chianti to pair with dinner, contact me to set up a free demo!

Experience

The Hartford
Sales PLI
May 2024 - Present (8 months)

Splitsville Luxury Lanes
Server and Trainer
October 2022 - May 2024 (1 year 8 months)
Orlando, Florida, United States

PlanSource

1 year 11 months

Sales Consultant

March 2022 - November 2022 (9 months)

Business Development Representative

January 2021 - March 2022 (1 year 3 months)

Orlando, Florida, United States

Carrabba's Italian Grill

Bartender

March 2017 - January 2021 (3 years 11 months)

Orlando, Florida, United States

Starting bartender at a high-volume restaurant. Carrabba's is well known for its high quality food and service, with the adherence to the family values that made them famous in the first place: Open air scratch kitchen, family recipes passed through the generations, and a guest first mindset.

- Multitasking --learning how to sell to new guests, maintaining current guests, and balancing my responsibility in making drinks for the entire store. I can still hear the drink ticket printer in my dreams.
- Relationships --the bread and butter of every bartender's income is creating and maintaining relationships. I had many guests come to the store because they knew I was there, and that I knew their drink choice, how they liked their steaks grilled, and that I cared about their experience.
- Adaptability --quarterly changes to our drink and food menu, as well as our wine list, meant I had to maintain a constant eagerness to learn and master new ideas and skills.
- Teamwork --with a six-month stint as the training coordinator at the regional training store, this meant I had to train and guide new employees who would later become managers and proprietors in such a fashion that they hit the ground running at their new store.

Logan's

Server

June 2015 - March 2017 (1 year 10 months)

Orlando, Florida, United States

Logan's Roadhouse Job Description. Logan's Roadhouse is known for its mesquite-grilled steaks, mesquite-grilled chicken, seafood, and ice-cold long necks. This place is ideal for families who like to dine on meat products.

- Practiced in steak knowledge; cuts, temperatures, and spice blends.

- High volume selling
- Constant quotas, met and exceeded

Panera Bread

Associate Trainer

August 2010 - May 2015 (4 years 10 months)

Louisville, Kentucky

One of the two busiest Paneras in the country (behind only Panera O'Hare in Chicago)

- Regularly had 5000 dollar hours
- Trained employees to handle a fast paced environment
- Learned how to bake bread through incidental contact

Bowling Green High School

Student

August 2005 - May 2009 (3 years 10 months)

One of the top 500 high schools in America! (U.S News)

- Founding member of The Purple Gem, a multimedia resource for students to have access to local news, running continuously since 2007.
- Helped kickstart the Arabic language curriculum, only one of two in the nation. Finished both courses (one of three students to do so in the nation at the time)
- Two time Cadet Superior in the JROTC program, for work in school and public.
- Only set fire to the home ec room once, while making pancakes.
