

Frank Gruber

General Manager

Township of Galloway, NJ 08205

wien3@aol.com

609-412-5122

Work Experience

General Manager

Cuisine on the Green - Little Egg Harbor, NJ

July 2013 to April 2018

- Increased sales in three revenue centers; Restaurant, Off-Premise Catering and Banquets.
- Developed operational budgets and weekly forecasts.
- Received within seven months a 15% salary increase due to increase in profit margins and sales.

General Manager

Latitudes on the River - Forked River, NJ

May 2010 to June 2013

- Increased sales 36.1% and catering 148% YTD. vs. 2011 by marketing & special event promotions.
- Designed new catering menu as well as opening an upscale beach bar
- Trained FOH staff in service and menu knowledge.

General Manager and Maintenance

New Jersey Motorsports Park - Millville, NJ

March 2008 to April 2010

- Responsible for pre-opening and opening of multiple revenue centers such as catering, concession buildings, restaurants, and lodging.
- Trained/mentored management and staff in operational aspects.
- Responsible for P&L.

District Manager

Atlantic Region Food Corporation - Gibbsboro, NJ

February 2004 to February 2008

- Responsible for the supervision of 10 franchised Dunkin Donuts QSR units that included P&L for a total of \$8.5 million in sales
- Monitored operational standards according to corporate standards such as weekly unit meetings, human resources and preventative maintenance of physical plants.
- Oversaw new store openings.

Director of Food & Beverage

Adam's Mark Hotel and Resorts - Philadelphia, PA

August 2001 to January 2004

- Supervised the food and beverage department with seven direct reports in sales and operations.
- Enhanced margins of profitability and revenues.
- Generated \$10.5 million in revenue.

Assistant Vice President of Dining Services

The Wood Company/Sodhexo - Allentown, PA

September 1996 to February 2001

- Supported the operational and financial responsibilities of three district managers with \$ 48 million in managed volume and 36 units.
- Provided cross-divisional support for account retention.
- Reviewed RFP's, maintained client relations and monitored the implementation and execution of contracted services for new and existing accounts.

Director of Catering and Convention Services

Bally's Park Place Casino Hotel - Atlantic City, NJ

May 1989 to August 1996

Furthered sales from \$3.6 million to \$5.8 million at 60,000 square feet mobile four star property.

Education

Culinary and Restaurant Management

School of Gastronomy - Vienna, AT

1976 to 1980

Skills

P&L