

# ROBERT GORDON RAY

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## **SUMMARY**

- Full Stack Web Developer with a background in hospitality event planning and sales. I am passionate about Guest Service, so I hope to take the skills learned in my recent education and apply them to a position that focuses on creating the most positive User Experience possible for web application design and production.

## **TECHNICAL SKILLS**

- **HTML5**
- **CSS, Bootstrap, Materialize**
- **JavaScript, jQuery**
- **Node.js**
- **SQL, sequelize.js**
- **Express**
- **MongoDB, Mongoose.js**
- **React**

## **WORK EXPERIENCE**

### **THE BROWN PALACE HOTEL & SPA — DENVER, CO**

#### **CATERING SALES MANAGER**

**JANUARY 2020 — MARCH 2020 (FURLOUGHED FROM COVID)**

- Oversaw the social market for the hotel by prospecting local business, as well as managed incoming wedding leads
- Diligently closed on multiple wedding leads weekly, with minimum F&B spend of \$50,000 per agreement

### **THE GOLDEN HOTEL — GOLDEN, CO**

#### **CATERING SALES MANAGER**

**DECEMBER 2018 — DECEMBER 2019**

- Managed every planning component of catered events across the boutique property with 6,500 sq. ft. of event space
- Maintained aggressive sales goals to drive an increase to catering revenue year-by-year
- Worked with a new sales team to bring overall 2019 estimated catering event revenue from \$100,000 to over \$800,000

### **RADISSON HOTEL DENVER AURORA — AURORA, CO**

#### **CATERING SALES MANAGER**

**JULY 2018 — DECEMBER 2018**

- Proactively assisted in answering all incoming requests for proposal (RFPs) of any inquiries pertaining to catering events
- Partnered with multiple departments during the pre-planning process to generate detailed banquet event orders (BEOs) in order to bring successful events into fruition

### **WYNDHAM HOTEL GROUP — PITTSBURGH, PA**

#### **BANQUET MANAGER**

**SEPTEMBER 2017 — MAY 2018**

- Led a professional team of over fifty employees, while promoting a positive and inclusive working environment
- Successfully oversaw over 60,000 square feet of event space throughout various events simultaneously
- Provided clients with outstanding Guest Service, in hopes of fostering positive relationships and generate future business

### **DISNEY PARK EVENT OPERATIONS — LAKE BUENA VISTA, FL**

#### **CONVENTIONS COORDINATOR / CATERING OPERATIONS MANAGER**

**JANUARY 2014 — JUNE 2015**

- Led a professional team of banquet servers, stewards and housemen throughout the execution of multiple events daily
- Upheld world-class Guest Service and Catering Standards within every aspect of events from start to finish with aplomb
- Managed a wide variety of weddings, business meetings and corporate receptions, with attendances reaching up to 7,000
- Promoted to leadership role after six months of proven dedication to the success of the company

## **EDUCATION**

### **UNIVERSITY OF DENVER — DENVER, CO**

#### **COLLEGE OF PROFESSIONAL DEVELOPMENT, FULL STACK CODING BOOT CAMP**

CERTIFIED IN WEB DEVELOPMENT

**GRADUATION: MARCH 2021**

### **THE PENNSYLVANIA STATE UNIVERSITY — STATE COLLEGE, PA**

#### **COLLEGE OF COMMUNICATIONS, COLLEGE OF LIBERAL ARTS**

BACHELOR'S DEGREE IN BROADCAST JOURNALISM

MINOR IN CLASSICS AND ANCIENT MEDITERRANEAN STUDIES

**GRADUATED FALL 2017**