

Salvatore Silvestrino

City Centre Rotana, Doha

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## Industry Recognition

## Teatro, CCR Doha, Qatar, Best International Restaurant 2021

## Pre and Post Opening Accolades, Michelin / Hat Starred Restaurants

## Marco Pierre White Michelin Starred Restaurant, Fairmont Bab Al Bahr

## Best Italian Restaurant, Frankie's Italian Fairmont Bab-Al Bahr, Abu Dhabi

## Queensland, Australia Award Cucina Vivo / Kiyomi at Jupiters Hotel and Casino, Gold Coast, QLD

Best Steak House West 14th, New York Style Steakhouse, Dubai

Voted Favorite Italian La Moda, Intercontinental Hotel Dubai 2006

## Winner BBC Inaugural Chef Cook off, Dubai, 2005

### **Executive Chef | Project & Culinary Management | Leadership |** Trend Innovator

An **award-winning** **Executive Chef with 30 years** of successful experience who has a real passion and drive for all cuisine types, from Fine Dining to Pop-Up Restaurants, proven versatility with experience in 5 Star Hotels, Clinics, Stand Alone Restaurants and off-Site Catering. I am fully fluent in English and Italian with intermediate Spanish.

### **Skills**

HACCP I Menu and Recipe Development I Pre-Opening I Food Preparation I Training and Development I Multi-Tasking I Budgeting I Strategic Organizational Planning I I Time Management I Leadership Development I Banqueting

Experiences

###### Executive Chef Rotana Corporation, City Centre Rotana, Doha (Oct 2020-Current)

* Develop and Settled KPIs, financial goals, standards, and statements to determine how Food and Beverage are performing against budget.
* Given recommendations for CAPEX funding of food and beverage equipment.
* Cost-saving and development of the culinary operating strategy to be aligned with the brand’s business strategy and lead its execution.
* Daily operation: Giving strategic direction, ensuring a high level of food quality, presentation and service,
* Ensure the performances of all colleagues is addressed in all the Annual and Mid Year reviews
* Manage the daily operations of 6 outlets currently opened (85 colleagues)(2 departments)

###### Reduced the Hotel’s over all Food Cost from 31% to 28.9%

###### Improved our overall Restaurant scores on TripAdvisor, Teatro is in the top 10 restaurants in the country.

###### Increased revenue in Teatro by 35% by targeting local demographics and introducing a new brunch

* Introduction of the delivery menus saw a 38% increase in revenue
* Developed menus and food for the AFC in Qatar, 400 players, including all dietary requirements
* Reduced wastage by 30% by training and implementing potion control in all kitchens and outlets.
* Introduced all Government and brand covid sanitization measurements for the hotel to move forward in leading Qatar as the forefront hotel in sanitization and hygiene. (Qatar Clean Program)

###### Executive Chef S. & L. Restaurant Management & restructure (Australia Oct 2018-Oct 2020)

###### Brands Opened in 12 months

###### ITALY / SICILY / CUCINA / JUSTIN-LANE / THE FOXES DEN / THE HEALTHY BARN / JAZZ-IT-UP

* Increased daily covers by 15% from an average 110 to 150 in the Italian Outlet (New Menu Offerings)
* Increased weekly sales by 30,000 Australian Dollars in the Café (Developed a New on the Go Menu)
* Scrutinized culinary group members by training, instructing, and mentoring
* Created production sheets, recipes, and Par Levels to control food inventory and wastage
* Developed menu engineering for increased revenue and efficient cost saving measures

###### Executive Chef Sheraton Grand Mirage (Oct 2017 – Oct 2018) (1year contract)

* Managed all aspects of the Culinary and Stewarding Operations for 5 Outlets.
* Increased food quality satisfaction scores from 20% to 73% within a 3-month period
* Reduced par level stocks by 20% to increase profitability and decrease wastage
* Met financial targets in both labour 28.8% and food cost 27.9% by being more hands on with all training and recipe control

###### Executive Chef Cleveland Clinic Abu Dhabi / FASSCO International (Dec 2016 to Oct 2017)

* Created production recipes to control food quality and adherence to Standard dietary requirements
* Implemented new Ideas in Restaurant to capture 90% of all personnel within the Cube
* Increased “On The Go” Sales by 23%

###### Executive Sous Chef Fairmont Bab Al Bahr (Mar 2015 to Dec 2016) (387 Rooms I 6 Outlets I Large C&E

* Increased Turn Over in C. & E. by 200,000 USD monthly by preparing tailor made menus
* Decreased wastage in Banqueting by 20% by creating production sheets and yield tests
* Increased Colleagues Moral by 15% by creating Training and development plans (97% EES Score)

###### Executive Development Chef, Jupiters Hotel and Casino (Jan 2014 to Mar 2015)

###### (560 Rooms I 7 Outlets I 8 Bars I Large Conference and Events up to 10,000)

###### Reduced food cost from 30.5% to 28.8% by creating production recipes for the Commissary Kitchen

* Increased Revenue in the Italian restaurant by 20% by creating new menus
* Increased Revenue by 30% in restaurants on Casino floor by creating Ready to go meals

###### Exec Chef / Cluster Executive Sous / Movenpick Hotels Expansion (Sept 2009 to Dec 2013)

Executive Italian Chef Prego Ristorante, Fairmont Singapore- (Sept 2007 to Sept 2009)

Executive Chef Assistant Bangkok Marriott resort and spa, ChaoPhraya River: (Jan 2007 to Sept 2007)

###### Chef De Cuisine La Moda Italian Ristorante Intercontinental Hotel Dubai (Jan 2004 to Jan 2007)

## Head Chef Cucina Italiana Bocca Ristorante, Adelaide, South Australia (Jun 2000 to Dec 2003)

Chef Assistant Il Fusaro, Napoli, Italia (Apr 1998 to May 2000)

Junior Sous Chef Grand Hotel Vesuvio, 5\* star Hotel, Napoli, Italia (Feb 1995 to Mar 1998)

Chef, Mediterranean Cuisine, The Blue Iguana, Adelaide, South Australia (Jan 1993 to Jan 1995)

Apprentice Chef Traditional Italian Cuisine Rigoni Ristorante e Bistro, Adelaide, (Apr 1988 to Dec 1992)

## Special Achievements

Abu Dhabi

* Sial Team captain 4 participants, 3 Medals / Kitchen Marshal 2010-2013 / 2015-2017

Singapore City Gas Competition

* (Winners of 7 major awards / Junior Chef of the Year and Media Choice Winner)
* FHA Food Hotel Asia (Chef of the Year, 2 Gold, 3 Silver, 5 Bronze, and 3 Achievement Awards)
* HAPA Best Italian Restaurant, Chef of the Year

Dubai Salon Culinaire / Gulf Food

* The Junior teams won 43 Medals in total, Gold, Silver, and Bronze
* 3 Special Achievements, UAE Junior Chefs of the Year
* UAE Team coach for Gulf food 2010 Winners of Bronze medal
* MLA Black Box, Team Captain Winner of Best Entrée

##### Higher Education

#### Adelaide Regency TAFE College (Completed 1992) (Apprenticeship)

Qualification: Fully qualified chef with distinctions and Credits

##### Courses and Certificates

* ISO 14000 ISO 22000 ISO Green Certificate Cleveland Clinic, Abu Dhabi, UAE
* HACCP Accreditation, Ibn Battuta Gate Hotel, Movenpick Hotel Deira, Intercontinental Hotel Dubai
* Fairmont Singapore LEAD program / Train the Trainer / Management Interaction Certificate /

Codex Alimentarius / Safe key certificate advanced food safety

* Marriott Hotel and Resorts Trainer’s Course / Leadership Program
* John Folse Culinary School Thibodaux, Louisiana USA
* Intercontinental Dubai Train the Trainer 3-day program / Craft Training Certificate / Service Leadership program

## Event Organizer

## Taste of Ireland, Irish Green Box 2012 and 2013,

## George Foreman Grill Competition 2006

MLA Black Box 2006 / 2007 / 2008 / 2009 /

Senior Member

## Emirates Culinary Guild Senior Member since 2005

Australian Culinary Federation since 2014

### Reference

Craig Cook

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Cleveland Clinic Abu Dhabi

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