ROBERT SMITH

Director of Food and Beverage II

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SUMMARY

Food and Beverage Director focused on cutting company costs and boosting company revenue through innovative management techniques. Organized and diligent with a strong background in sales, planning, budgeting and staffing.

SKILLS

Speak fluent Italian and Spanish. Experienced in union.

WORK EXPERIENCE

Director of Food and Beverage II

Bowlmor AMF - March 2014 – 2019

- Directed all aspects of food and beverage operations for Bowlmor AMF generating revenues of over $3.5M including a restaurant, bar, bowling, kitchen and banquets.
- Held full P&L accountability and managed direct and indirect staff of 40.
- Implemented departmental strategies and maximized the financial performance of departments.
- Ensured high standards of food and beverage quality, service and marketing to maximize profits and ensure outstanding customer service.Consistently achieved positive sales and guest counts year over year.
- Received every monthly bonus for effective P&L management and cost containment during tenure.
- Developed and managed food and beverage annual budgets including capital expenditures.Worked closely with managers to focus on best practices to provide the best possible work environment and foster growth.
- Implemented a quality training program, valuing employee contribution, creating incentives and turning performance into compensation and company goals.

Director Of Food And Beverage

ABC Corporation - 2012 – 2014

- Supervised the daily duties of the 300 seat Dining Room, a full service Poolside Cafe and 40 employees to ensure efficiency and exceptional quality customer service for the Club members and guests.
- Prepared annual budgets and monthly reforecasts.
- Monitored the production, preparation and delivery of food and beverages.
- Communicated with managers in other departments to guarantee smooth and efficient operations.
- Responsible for all aspects of Clubhouse activities, special events and Housekeeping Staff Maintained costs by ordering all beer, wine, and liquor for the Club while ensuring member and guest preferences/satisfaction.

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- Designed menus, while working closely with the Executive Chef, which provides value, quality and consistency.
- Worked closely with members of the community and Club Committees..

SCHOLASTICS

- High School Diploma - (Roosevelt High School - Minneapolis, MN)

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