

WILLIAM PEREZ

Operating Partner

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PROFESSIONAL SUMMARY

Accomplished Operating Partner with a decade of expertise in enhancing operational frameworks to optimize profitability in the hospitality industry. Demonstrated success in strategic planning, team leadership, and driving customer satisfaction initiatives. Passionate about cultivating high-performance teams and implementing innovative solutions that foster growth and excellence.

WORK EXPERIENCE

Operating Partner

Seaside Innovations

📅 Feb / 2018-Ongoing

📍 Santa Monica, CA

1. Selected to open multiple locations, overseeing hiring, training, and development of staff.
2. Promoted from server to in-store trainer and national trainer within 6 months, demonstrating rapid career growth.
3. Transitioned to manager after supporting the opening of two locations, enhancing operational performance.
4. Elevated to Operating Partner in 2006, leading operational strategies for multiple stores.
5. Utilized innovative marketing campaigns to achieve record-breaking first-week sales for new locations.
6. Served as the training store manager in the Central Valley Market, successfully promoting managers to Operating Partner roles.
7. Recognized for exceptional work ethic and commitment to exceeding operational goals.

Operating Partner

Crescent Moon Design

📅 Feb / 2015-Feb / 2018

📍 Portland, OR

1. **Technical and Artistic Production for Live Events (US & Latin America)** - Managed technical production and stage management for high-profile events, ensuring seamless execution.
2. **Clients Include:** Live Nation, T4F, Demi Lovato, Black Sabbath, Madonna, Roger Waters.
3. Planned and organized events catering to 15-300 attendees daily, ensuring client satisfaction.
4. Managed invoicing and accounts payable for vendors, maintaining financial accuracy.
5. Contributed to a \$500 million private equity fund, focusing on investments in consumer and sports segments.
6. Assisted in due diligence and operational planning for strategic investments.

EDUCATION

Bachelor of Science in Business Administration

University of California, Los Angeles

📅 Feb / 2012-Feb / 2015

📍 Seattle, WA

Focused on operational management and strategic planning principles.

SKILLS

Proficient In Microsoft Office Suite

Apple Operating Systems

Adobe Creative Suite

Innovation Strategy

ACHIEVEMENTS

- ★ Increased first-week sales by 30% through effective marketing strategies during new store openings.
- ★ Successfully promoted 5 managers to Operating Partner roles within 3 years, enhancing leadership capabilities.
- ★ Streamlined operations leading to a 20% reduction in costs while maintaining service quality.