

GREG MINZS

222-222-2222

Street Address ▪ City, ST Zip Code

xxxxx@yahoo.com

FOOD SALES REPRESENTATIVE

Accomplished, dedicated, and detail-oriented professional with more than 10 years' combined experience in management, sales, and marketing for hospitality operations. Excellent qualifications in budgeting, expense control, staffing, and quality management. Reputation for resolving problems on first contact and improving functions through diligence and determination. Outstanding communication and organizational skills. Proficient in Microsoft Word and QuickBooks and fluent in Italian and Spanish.

Revenue Growth...Cost Control...Client Relations/Retention...Staff Supervision...Leadership & Teambuilding
Vendor Relations...Contract Negotiation...Service Enhancements...Training & Development

CAREER HIGHLIGHTS

- Promoted and marketed self-owned restaurant through special coupons and supported local charities to expand customer base; increased revenue by 20%.
- Implemented diverse, high-quality bar menu as Manager/Chef for Company Name, standing out from rest of the competition; elevated overall sales by 10%–12%.
- Drastically improved communication between front of house employees at Company Name by educating personnel on new techniques and vocabulary increasing customer service and check averages by 5%.

PROFESSIONAL EXPERIENCE

Company Name, City, ST 2005–2011
Manager/Owner

Owned and operated well-known, 50-seat Italian restaurant. Oversaw business operations encompassing processing payroll, maintaining strong customer relations, and negotiating vendor contracts. Supervised 10 employees, monitoring and evaluating performance. Developed menu items and concepts based on location and demographics. Introduced Italian conversational nights and wine tasting events.

- Maintained food cost of 28% and alcohol budget of 25%.
- Recognized for consistently exceeding customer expectations by ensuring quality services and products and building long-term relationships.

Company Name, City, ST 2002–2004
Manager/Chef

Specifically hired to assist with renovation of establishment based on solid industry experience and performance; turned business into high-volume bar, reduced costs by 50%, and maximized trade value by 20%. Directed kitchen functions, created menus, hired staff, and supervised 7 employees. Collaborated with owner to manage front of house activities/events.

- Established successful no-tolerance policy, documenting when customers were cut off due to intoxication; returning money if drink was taken away, and securing safe rides home for individuals.
 - Improved customer retention by approximately 10%.
 - Increased customer tipping by 6%, enhancing employee morale.

Company Name, City, ST 1999–2001
Executive Sous Chef

Hired, hired, and trained up to 17 employees, mentored/coached personnel, and conducted performance appraisals. Controlled inventory, purchased supplies, planned menus, monitored budgets, and organized catered events. Regularly attended profit and loss meetings and management skill-builder seminars. Maintained quality, quantity, presentation, and safety. Assisted Head Chef in creating new systems and developed policy to organize and enhance food delivery process.

- Consolidated 4 menus into 2, minimizing waste and enhancing overall profits by 30%.
- Monitored and decreased uniform/linen budget by 30%.

EDUCATION

Associate's degree in Culinary Arts, College Name, City, ST

Bachelor of Arts in Art, College Name, City, ST