

TARGETED OBJECTIVE:

CULINARY R&D CHEF | PRODUCT RESEARCH & DEVELOPMENT MANAGER**START-UP, CORPORATE AND HIGH GROWTH ENVIRONMENTS | KITCHEN-TO-MARKET COMMERCIALIZATION EXPERTISE****HIGHLY EFFECTIVE IN CHALLENGING AND INSPIRING TEAM MEMBERS TO ACHIEVE BUSINESS RESULTS**

Passionate, ROI-focused, product development leader with a longstanding track record of success in bringing new food and menu concepts to the market while driving sustainable revenue growth and improved profitability; achieved through ongoing product innovation that is *relevant and responsive* to evolving consumer trends and rigorous cost containment and labor optimization.

PASSIONATE. PERSISTENT. DEDICATED TO SUCCESS.
REINVENTING WHAT IT MEANS TO BE “DELICIOUSLY” INNOVATIVE.

SEASONED EXPERTISE IN:

- » Product Concept Innovation and Development
- » Kitchen-to-Market Commercialization
- » Rapid Iteration and Testing of New Concepts
- » Menu and Recipe Engineering & Standardization
- » Labor Cost Reduction and Resource Allocation
- » Research & Development (R&D)
- » Safety and Regulatory Compliance
- » Operational Scalability
- » Competitive Research and Market Intelligence
- » Pricing and Cost Analysis | Margin Optimization
- » Quality Control and Management
- » Vendor Sourcing, Negotiations and Management
- » Staff Recruitment, Mentoring and Development
- » Production Supervision (to 50 Staff)
- » Low Employee Turnover

PROVIDING LEADERSHIP THAT EXCELS IN:

- ✓ Pushing the envelope of what is possible.
- ✓ Developing food concepts that inspire and nurture the human spirit while driving profit optimization.
- ✓ Hitting price points through astute labor and sourcing optimization and ongoing cost analysis.
- ✓ Exceeding profitability goals year-after-year.
- ✓ Utilizing production labor efficiently.
- ✓ Negotiating with suppliers to achieve margins.
- ✓ Scaling recipes and volume to meet demands
- ✓ Developing ethnic cuisine ranging from Japanese to Indian to Italian.

LEADERSHIP IMPACT & CONTRIBUTION

CULINARY R&D CHEF AND PRODUCT DEVELOPMENT

CONFIDENTIAL | CONFIDENTIAL, WA

20XX–Present

Brought on to help grow a start-up company specializing in single-service, cold-to-hot delivery dinners in the San Francisco, Los Angeles, Seattle and New York City metro markets. New concept built on local chefs creating healthy, delicious meals made with fresh ingredients in response to growing consumer demand for fast, nutritious delivered meals.

- » **Recruited by General Manager to standardize and scale operations for newly launched Seattle-metro market operation** challenged with increasing food and labor costs and a production set-up that could not scale to demand.
- » **Decreased food and labor costs by 20% within 6 months delivering a \$15K savings per pay period.** Tightened operations and introduced best practices in production, labor allocation and scheduling.
- » **Determined optimal price points based on extensive research of trends in the area.** Reduced price points to meet a \$10 per meal average while maintaining taste, nutrition and freshness.
- » **Scaled production to meet tripled volume demand in 3 months.** Ensured quality consistency as the Seattle market ramping from <500 to >1,500 units daily. Scaled again as volume more than doubled to 3,800 units in past 6 months.

Improved EBITDA by decreasing food and labor costs 20% within first 6 months.

Determined optimal pricing; reduced price points to remain competitive.

Scaled to meet explosive triple volume growth in 3 months.

- » **Re-engineered and standardized company's food production and processing business model to meet the demands of 20% monthly growth** in response to explosive growth across all 4 markets. Model adopted, and scheduled for implementation company-wide in 2015.
- » **Collaborated and consulted with engineers to build software that will provide critical visibility** into food, labor and resource costs, market trends, and additional insights needed to support sustainable growth and profitability.
- » **Put the right talent and management team in place to support growth.** Hired and trained 50 staff within 9 months with a 90% retention rate.

CULINARY R&D CHEF AND OPERATIONS AND BUSINESS DEVELOPMENT CONSULTANT

CONFIDENTIAL, WA

20XX-20XX

Provided consultation to start-up and growth companies to improve product development, purchasing, food processing and production efficiency, branding, employee training, consumer engagement and cost containment.

- » **Boosted net profit margin by 20%.** Introduced new food preparation and production concepts to substantially reduce inventory costs while providing a fresher and tastier product.
- » **Cut labor cost by 10% in 6 months of opening new establishment.** Achieved by renegotiating vendor contracts, and improving production processes from receipt-to-finished product.
- » **Matured start-up operations. Took to a new level of efficiency, customer engagement and profitability.** Improved product and margins by improving purchasing and processing of smoked meat directly from the farmer's market.

EXECUTIVE CHEF AND OPERATIONS

CONFIDENTIAL | CONFIDENTIAL, WA

20XX-20XX

Provided operational expertise to a 170-seat, Bistro-style/multi-venue eating establishment. Worked closely with local farmers to provide an affordable, organic eating experience to the local community.

- » **Provided strategic consultation to new owner.** Reinvented the menu by introducing a **'farm-to-table' menu**, a fresh, new concept. Delivered new brand concept by learning 'farm-to-table' menu planning and production requirements.
- » **Increased patronage by 200%, and profitability by 40%.** Negotiated contracts with 10 new vendors.

EARLIER ENGAGEMENTS:

PRINCIPAL / CHEF, CONFIDENTIAL CATERING | NEW ORLEANS, LA

CHEF / INTERIM EXECUTIVE CHEF, CONFIDENTIAL CONVENTION CENTER | BELLEVUE, WA

CHEF, CONFIDENTIAL GRILL | SEATTLE, WA

CHEF, ABC HOTEL, CONFIDENTIAL RESTAURANT | SANTA MONICA, CA

Brought in to launch new brand concept for the ABC Hotel chain, introducing a restaurant concept targeting the 5-star hotel market. During this time, successfully motivated a crew of over 20 staff through a tumultuous period of leadership changes and uncertainty, leveraging a hands-on, positive management style to maintain operational cohesiveness.

TECHNICAL PROFICIENCIES: Microsoft Office Word, Excel and PowerPoint

EDUCATION: **Completing Food Science degree in 2018**