

## Operations Executive Profile

Accomplished professional and an entrepreneur with vast multifaceted experience spearheading end-to-end management of operations across fast-paced, highly regulated food and beverage hospitality industry.

Proven success planning, establishing, developing, and streamlining restaurant operations, while driving enhanced revenue and profit generation. Demonstrated expertise overseeing various projects from inception to completion in compliance with set time and budgetary constraints, including successful restaurant design, construction, and launch. Instrumental in building and expansion of operations across totally new markets along with directing promotion of special events and business re-branding. Well-versed in devising and recommending robust strategies and methodologies to drive product development and continuous process improvement. Articulate communicator and refined negotiator with ability to establish strong relationships with all levels of management and clients, bringing exceptional coaching and interpersonal skills to provide superior customer service.

## Areas of Expertise

- Project Supervision & Entrepreneurship
- Operations & People Management
- Strategic Planning & Execution
- Process Redesign & Structure
- Business Development & Expansion
- Budgeting & Quality Control
- Real Estate Negotiation
- Product Development
- Process Efficiency & Improvement
- Team Development & Leadership
- System Administration
- Event Management

## Career Experience

### Chief Executive Officer (CEO)

2019 – 2022

Jimmy's Kitchen – Marietta, GA

Steer management of operations across a chef-driven Nuevo Latino concept, serving a high-quality menu with Latin flavors. Provide leadership to various personnel in streamlining restaurant operations in compliance with set law and regulations. Shape growth path and influence major decisions to drive business success and achieve set goals.

- Established restaurant procedures across Atlanta market by efficiently managing and resuming Jimmy's Kitchen Marietta activities after seven weeks prior to COVID-19 Pandemic, while maintaining break-even.
- Headed complete overhaul of Jimmy's Kitchen Concept 5 location as a chef-driven menu highlighting a Nuevo Latino food menu and crafting cocktails across a full-service setting.
- Achieved outstanding online customer ratings by delivering best-in-class client service through development and expansion of fan base across totally new market.
- Demonstrated outstanding performance to surpass forecasted sales by \$870K+ and catering revenues by \$240K+.
- Played an integral role in coordinating special Chef's Dinners by partnering with renowned chefs.
- Drove enhanced profitability with menu design.

### CEO – Miami Beach, FL

2007 – 2020

Oversaw and ensured seamless restaurant operationality for Jimmy's Kitchen 1st restaurant located in the heart of Miami Beach FL. Aimed at improving performance and delivering superior customer service for a fast casual concept, serving a healthy chef-driven menu. Provided oversight to various key tasks pertinent to business development and expansion, including real estate site location, investment, forecasting, financial analysis, restaurant design/construction, and project management.

- Spearheaded \$1.1M in yearly sales to further raise capital for future restaurant expansion opportunities across a very small location with high volume for dine in, delivery, and catering.
- Selected appropriate location and operated across Miami Beach to generate growth across four new locations in the Miami and Atlanta Markets.
- Coached, mentored, and trained employees to secure promotion to management base for Jimmy's Kitchen.

- Designed, established, developed, and project managed construction of the 2<sup>nd</sup> generation restaurant.
- Developed and expanded a cult following fan base in Miami Beach of a niche healthy menu.
- Gained recognition in Forbes on the Enterprise Tech section.

## Career Note

**CEO, Jimmy'z Kitchen – Wynwood Art District, FL**

**2010 – 2019**

*Envisioned and championed smooth restaurant operations within Wynwood Art District; currently a world-renowned tourist destination. Maintained consistent food quality and superior customer service by architecting and integrating bespoke systems and standard operating systems. Initiated general layout for the Jimmy'z Kitchen concept as a base for brand expansion. Exceeded forecasted sales reaching revenues over \$2M in yearly sales. Achieved community recognition and translation into enhanced revenues by organizing and promoting cultural parties and events. Recognized as a mover and shaker in the Fast Casual industry by Foodable TV.*

**CEO, Jimmy'z Kitchen – Brickell Miami, FL**

**2014 – 2019**

*Drove profitable restaurant operations to lead expansion of Jimmy'z Kitchen brand across 4<sup>th</sup> location. Outpaced forecasted revenues over \$700K in yearly sales.*

**CEO, Jimmy'z Pinecrest – Pinecrest South Miami, FL**

**2013 – 2017**

*Directed all facets of construction such as executing all permits, designing space purchased equipment and furniture, and managing build out of 2<sup>nd</sup> generation restaurant through close collaboration with general contractor and architect. Headed successful expansion of Jimmy'z Kitchen brand across 3<sup>rd</sup> location. Showcased exceptional performance and topped forecasted sales reaching revenues over \$800K in yearly sales. Attended Fast Casual Executive Summit Miami as guest speaker.*

## Experience

**Executive Chef, Sodexo, Aventura Hospital – Aventura FL**

**Executive Chef, Morton's Steak House – San Juan PR**

**Executive Chef, Ruth's Chris Steak House, Multiple Locations FL-MO-PR**

**Chef De Cuisine, English actor Michael Caine South Beach Brasserie, Miami Beach FL**

**Restaurant Manager, J Alexander's Corp, Chicago IL-Ft Lauderdale FL**

**Restaurant Manager, Bice Corporation-Café Med, Coconut Grove FL**

## Education & Credentials

**Culinary Arts, AOS**

Johnson & Wales University – North Miami Campus, FL

## Certification

Food Safety Manager Certification ServSafe – Food Protection Manager

## Professional Development

Business and Accounting Courses, Miami Dade Community College – Miami, FL

**Languages** Bilingual – English and Spanish