

## PROFESSIONAL SUMMARY

Offering over 17 years of experience Results- driven and highly accomplished with verifiable year-after-year success achieving revenue, profit, and business growth objectives within start-up, turnaround, and rapid-change environments. Driving revenue through an efficient/updated operation and Management maintaining client relationships. Creative and dynamic marketer with proven expertise in consistently penetrating new markets to ensure sustainable revenue growth. Highly successful in building relationships with upper-level decision makers, seizing control of critical problem areas, and delivering on customer commitments. Customer- focused and performance-driven. Led and motivated worldwide teams comprised a large number of employees and managed P&L for business divisions exceeding high revenue. Prestige Brands that have been developed and Managed during my F&B Career: **ARMANI/OCINU Restaurant Lounge (Italian fusion Food), F&B GM Director Atlantis The Palm Hotel (Nasimi Beach Club \$15ML), Sanctuary Club (\$12ML)/ PUROBEACH Restaurant&club Conrad Hotel(\$7ML Year) / PACHA Club&Restaurant (\$16ML per Year), CAVALLI Restaurant, Club OM.**

## EXPERTIS-IN

- Strategy Planning &Implementation
- Business Development
- New Unit Set up
- Operations & Administrations
- Marketing Strategy
- Restaurants/Lounges/Clubs Management
- Concept Development
- H & S
- P&L and Balance sheets
- Budgeting & Cost control
- Rules & Regulation

## PROFESSIONAL SKILLS

- Partnership Management
- Investor Relationship Development
- Deal Maker
- New Operational Training systems Implementation
- Leadership & Communication skills
- Interior Design knowledge to maximise operation space
- Contract Negotiation
- Creation of new F&B Brands
- Fluent in English and Italian &(Spanish)
- Fast adaptation to different Markets for a better marketing strategy & PR

## WORK EXPERIENCE

**F&B Life style Operation Director Multi Site (Lopeto Hospitality LLC Dubai UAE)**  
**(ARMANI/OCINU restaurants and Lounges/club Last project) 2017 till present**

Enterprise Impact:

- Develop / implement policies, systems and procedures for the organization aligned to various federal laws and regulations
- Coordinate activities related to implementation of approved strategic objectives

- Facilitate reporting to the partners dealing with finances, growth issues, management issues, and the implementation of business strategies
- Optimize profitability in day to day business for all the F&B site.
- Managing the Marketing team Direction for new marketing solution implementation and increasing client date base and Memberships.
- Coordinate and direct the operation team for the implementation of new SOP, Staff training and new F&B Menu' accordingly with the market trend.
- Possess of Big International VIP Data base clientele.
- Mange all the Artist involved in the business (locals and international)
- Revise all the food Menu with the chefs to optimize the trend and test of the dishes

**F&B General Manager Multi Site (Centurion Facilities Management LLC) Dec2010-Dec 2016  
(Sanctuary Club, Nasimi Beach Atlantis the Palm, Puro Beach Conrad, Pacha Restaurant Club )**

Enterprise Impact:

- Coordinated activities related to recruitment, grooming & mentoring team members based on business as well as operational requirements.
- Managing the entire operations (SOP, BOH, FOH ) (accountable for all the P&L, Cash flow and ROI )
- Managing the Marketing team Direction for new marketing solution implementation and increasing client date base and Memberships..
- Optimized resource utilization and streamlined processes for enhancing operational efficiency and organizational bottom lines.
- Driving high volume of Revenue in Multiple Venue (over 30ML USD per year)
- Managing large team of staff member (over 150 ppl)

**Operation Manager – Restaurant / Lounges (Cavalli Club Dubai) May2009-Dec2010**

- Managing day to day the operations (SOP, BOH, FOH) ,Training and food implementation

**General Manager – Restaurant / Lounges 2007-2009  
(Mio Modo " Hotel and club Helio Cabala Marino Roma)**

- Maintaining seamless operations in compliance to organizational policies & procedures & P&L
- Managed reorder levels pertaining to food and beverage inventory, F&B Menu.
- Participated in audits & inspections of the department in compliance to organizational SOP, Marketing

<b>Assistant Maitre D "Crusie Grand Princess and Star Princess</b>	<b>2002 – 2006</b>
<b>Operation Manager Spearmint Rhino Gentleman Clubs, London</b>	<b>2000 – 2002</b>
<b>Assistant Manager Spearmint Rhino Gentleman Clubs, London</b>	<b>1998 – 2000</b>
<b>Bar man Pescatori/Head Barman (Italian Restaurantt) London</b>	<b>1995 - 1998</b>
<b>Lieutenant Italian Army</b>	<b>1994 – 1995</b>

## EDUCATION & COURSES

Beverage (Wine, Spirit and Cocktails) Course  
Diploma in Hospitality Management  
Food and beverage course recognized and certified

Operation Management Course  
Interior Designer Academy of Art

