

# Shawn Cochran | Bartender | [Shawn@branchespsp.com](mailto:Shawn@branchespsp.com)

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## Objective

*Food and Beverage*, allowing for utilization of hands-on, organizational, administrative, guest, and personnel management skills proven by extensive, successful, profitable employment in the hospitality industry.

## Profile

*Motivated*, hard-working professional with strong interpersonal skills and proven talent for developing and implementing profit-driven strategies.

## Skills Summary

*Service*: High volume bartending, mastery of precise mixology, artisan drink craft, and extensive spirit and wine knowledge. Sophisticated palate with widely varied cuisine knowledge. Proactive casual and fine dining service. Competent expeditor.

*Management*: Service training, systems organization, and procedural instruction and enforcement. "Hands-on" involvement approach.

*Personnel*: Interviewing, development, oversight, scheduling, evaluation, fair policy enforcement.

*Administrative*: T.I.P.S., Aloha, Micros, Servsafe. Competent sales projection and tracking, inventory oversight, P&L.

## Employment

2006-Present: Tsunami Restaurant Group; Annapolis, MD

*Lemongrass: General Manager*

Responsible for opening and operations of new Lemongrass restaurants. Baltimore location: 165 seats, 65 employees, projected \$4 million annual sales. Overall operational costs kept under 25%. Labor kept under 24%. Comps and waste kept under 2%. Multiple media mentions including City Living, Baltimore Sun, Metromix, Maryland Beverage Journal. Crofton location: 150 seats, 50 employees, projected \$3 million annual sales.

*Lemongrass: Beverage Manager*

Designed forward thinking, highly profitable beverage program.  
Oversaw up to 15 bartenders.

*Metropolitan: Bartender, Wine Steward, Server*

Pair original cocktails and fine wines with challenging New American Cuisine. Traditional service of a 150-bottle wine list in both the main and wine bar dining rooms as well as rooftop. Personally handle private party food and bar service for up to 60 people.

*Tsunami: Bartender, Server*

High volume bartending with extensive specialty cocktail list. Fine dining food service accompanied by 50-bottle wine list.

2006-2007: Restaurant Local; Easton, MD

*Banquet Captain*

Organize, manage, serve and bartend high-profile private functions with up to 300 guests, requiring scheduling, training, and oversight of up to 25 employees, and averaging \$10-50,000.

2004-2006: World Grotto & Preservation Pub; Knoxville, TN

*World Grotto: Bartender*

High volume bartending in a 200-person capacity nightclub with \$3000 average nightly rings.

*Preservation Pub: Bartender, Assistant Manager*

High volume bartending in a renowned neighborhood pub featuring live music and a 130-bottle beer collection. Consistently highest rings among veteran bartenders, averaging \$1,500/night. Responsible for overseeing 3 cocktail servers, up to 6 satellite bars, and 4 barbacks. Responsible for nightly audits, deposits, and closing duties.

2003-2004: The Orangery; Knoxville, TN

*Banquet Bartender*

Private function bartending for affluent gastronomes in an elegant, Zagat-rated French Fusion restaurant. Required precise modern and classic cocktail service alongside traditional service of a 1,330-bottle wine list for up to 300 people.

2002-2003: Tickles; Charlotte Amalie, St. Thomas, USVI

*Bartender, Floor Manager*

High volume bartending at a premier sea-front restaurant and bar with an immense tropical and frozen specialty drink list and creative Caribbean fare. During inter-island ferry hours, highest hourly rings topped \$2,000. Required seamless movement between food expedition, quality control, guest interaction, and service oversight.

1999-2002: Ritz-Carlton; Great Bay, St. Thomas, USVI

*Head Resort Bartender*

Highest ringing resort bar in the US Virgin Islands. Responsible for inventory, service standards, and financial reconciliation of main bars. Also responsible for inventory, staffing, and service of low and high-profile banquets sometimes topping \$1 million.

Education

2000-2003 University of the Virgin Islands

*Hospitality Management, Business Administration*

2003-2004 University of Tennessee

*Business Administration*