

Andy Soto

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Expertise

Entrepreneurial management style

Fluent in Spanish

Advanced wine knowledge

Propagate hospitality related blog

Experience managing in a union environment

4 years of military experience US Army

Sacramento Press Restaurant Reviewer

Strong P&L/cost control

Track record for growing top line sales

Staff training specialist

Experience in BOH / ServSafe Certified

Proficient in 6 POS systems

Restaurant writer for Examiner.com/CBS Local

Employment

Event Lead/Bartender, J Wells Catering, Atherton, CA, Sep 12-Present

Team lead/ bartender for high profile/upscale events in the peninsula/ bay area

Managed on-site service staff and supervised all service aspects of events

Banquet & Event Captain/Lead Bartender, Tuli / Restaurant Thir13en, Sacramento, CA, Jan 12-Feb 14

Team lead for on and off site catering events

Act as main contact for clients at events and supervise staff

Lead Bartender for catered events at the Sterling Hotel Ballroom

Lead Consultant, Spectrum Restaurant Consulting, San Diego, CA, Mar 05-Present

Consultation and hands on execution for start-ups and clients who are seeking improvement

Full scope of services: training, manuals, licenses, wine education, finance, vendors, etc.

Putting together beverage programs, bar menus and wine lists.

General Manager, Taste Restaurant, Plymouth, CA, Mar 11-Nov 11

Staffing, training, and daily operations

Bartending when needed

Implemented a "Nightly Notes" Program to increase communication.

Directed monthly food and wine pairing classes

Wine Spectator Award of Excellence for wine list 2008, 2009, 2010, 2011

Top 50 restaurants in the U.S. for service 2009 and 2010 says OpenTable.com

KCRA A-List Top Area Restaurants 2007, 2008, 2009 and 2010.

General Manager, California Cafe, Sacramento, CA, Sep 08-Jun 09

Staffing, training, Bartending and daily operations

Forecasting, budgeting, P&L statements, bookkeeping, coding, payroll, comp. set analysis

Marketing, sales, catering & special events (wine tastings etc.)

Created online exposure with pages on Facebook, Yelp, Blogspot, and LSM fishbowl emails

Held "Tasting room Tuesday" weekly wine tasting with winery representative at cafe

Reworked draught beer selection to include progressive brands and added nitrogen tap

Trainer, Captain, Lead Bar, Santa Luz Golf & Country Club, San Diego, CA, Dec 04-Apr 06

Bartender in "Men's Grill" for high volume golf events & daily shifts
Training a la carte servers for fine dining restaurant
Banquet Captain/ Bartender for upscale catered events

Director of Restaurants, La Costa Resort and Spa, San Diego, CA, Dec 03-Oct 04

Outlet marketing, P&L, forecasting, competitive set analysis
Strategic planning
Staffing, training and daily ops for three outlets (maintenance/ appearance standards)
Comprising F&B budget; Aided in development of new fine dining concept
Brought down beverage cost from 36% to 19%
Increased sales by an average of \$20,000 per month by implementing table-side service and incentive programs

Restaurant Manager, Ladeki Restaurant Group, La Jolla, CA, Mar 02-Jan 03

High volume fine dining (400 covers/night avg.)
Created new staff training manual
Bartending
Supervision, scheduling and motivation of staff
Overseeing off-site catered events
Payroll, P&L, budgeting
Liquor and wine ordering
Service & Wine training seminars for staff

F&B Manager/Asst. Exec. Steward, Hyatt Regency, Sacramento, CA, Mar 00-Feb 02

Responsible for fine dining and three meal restaurant, lobby lounge and in room dining
Supervision, scheduling and guidance of restaurant staff
Payroll, forecasting, cost control
Compiling wine list
Creation and charting of employee incentive programs
Micros POS system programming
As assistant Executive Steward, I oversaw a major stewarding renovation
Banquet set-ups, dish-ups, food delivery, MSDS distribution, ordering of supplies for all outlets and hotel special events.

Bar Manager/Banquet Captain, Sacramento Capitol Club, Sacramento, CA, Jan 97-Feb 00

VIP savoir-faire
Acknowledgment of members by name
Opening/closing bar, bartending
Inventory, Ordering
Banquet captain for catering, special events, weddings, occasional lunches & dinner.

Education

A.A. Social Sciences Kingsborough Community College, New York, NY 1992

References available upon request