

# Andy Soto

3733 South Port Dr, #98, Sacramento, CA 95826 Cell: (858) 243-4420 email: Asoto6201@hotmail.com

## Expertise

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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

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### 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](http://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**

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

References available upon request