

# Raina McConnell

Los Angeles, CA

714.743.0679

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I am a consummate professional with natural poise and a friendly demeanor, dedicated to providing outstanding service. My vast knowledge of good food and wine, along with over ten years of experience in the food service industry, make me a valuable asset to any team.

## EXPERIENCE:

Din Tai Fung, Food Server Glendale, CA 11/14- Present

- Communicate effectively with kitchen and FOH staff
- Run food in a graceful and timely manner
- Exceed customers needs and requests

La Jolla Group, E-Commerce/Fit Model Irvine, CA 12/10- 07/12

- Modeled for all La Jolla Group brands and Killer Dana e-commerce sites for all new inventory and specialty shoots

Paul Martins American Grill, Server Irvine, CA 10/11- 05/12

- Upheld a high standard of fine dining through steps of service
- Created a hospitable and professional environment
- Guided the guest through their experience with extensive menu knowledge

Sugar Shack Cafe, Server Huntington Beach, CA 7/99-01/04 & 04/08-09/10

- Provided exceptional service to a large customer base in a high-pressure environment
- Engaged with customers in a professional, friendly, and efficient manner
- Developed excellent social skills by interacting with a diverse clientele

Dwindle Distribution, Sales Rep El Segundo, CA 01/04- 02/07

- Maintained domestic sales for the Midwest, consisting of over 400 accounts
- Built and sustained relationships with business owners and buyers through out the territory
- Maximized sales and profitability by building strong relationships through creative sales incentives
- Communicated with accounting to maintain sales records and weekly status reports
- Grew revenue of the accounts as well as identified new business opportunities
- Pursued new accounts and expanding overall account base in the territory

O'Neill Clothing, Assistant Sales Rep Irvine, CA 03/03-10/03

- Assisted Southern California sales rep by maintaining accounts and meeting set goals
- Worked to build larger territory by meeting with buyers and maintaining accounts
- Maintained execution of brand presence, inventory & visuals to increase sales