

# Richard Eckert

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**Profile/Objective:** Semi-retired equity (stock) research analyst looking for a destination in the morning (or afternoon or evening) 28-32 hours a week and a business to which I can add value. And I believe I can add value to an establishment serving alcohol and/or food. I am intimately familiar with the craft brewing industry and have brewed beer at home for over 25 years. I am also intimately familiar with the concept of "eating what one kills". The largest part of my compensation for most of the last 20 years has consisted of bonuses, commissions and other incentives, which tends to drill home the conviction that the harder one works, the more money one makes for oneself and one's employer. Reliable. Resourceful. Flexible. And committed.

## **Credentials:**

- Professional Training (The Cocktail Camp)
- TIPS® (Training for Intervention ProcedureS) Certified
- California Food Handlers Certified
- Current Experience in *Alcoholic Beverage Sales, Customer Service and Handling Money* (BevMo®)
- Understanding of Cocktail Architecture and Mixing Drinks
- Extensive Knowledge of Brewing and Craft Beer
- Extensive Sales and Marketing Experience
- Outstanding Quantitative and Communications Skills

## **Experience:**

**September 2016 – Present, Big Rec Taproom, San Francisco, CA**

### ***Bartender/Server***

Bar/restaurant set-up

Serve food and bus tables

Prepare and serve drinks

Customer service/sales

**October 8 & 9, 2016, Fleet Week Air Show, Beer Garden, San Francisco, CA**

### ***Bartender***

Pavilion set-up

Prepare and serve drinks

Account for inventory of beer, wine and liquor

Clean-up

**August 3 & 31, 1026, Slate Bar, San Francisco, CA**

### ***Bartending Apprentice***

Shadow bar manager

Settle tabs

Prepare and serve drinks

Prepare juices and garnishes

**July 18 – 20, 2016, The Cocktail Camp, San Francisco, CA**

Cocktail architecture

Customer service

Mixology

Server responsibility

Bar set-up

**December 2015 – Present, BevMo® (Van Ness), San Francisco, CA**

### ***Sales Associate***

Beer sales (including kegs)

Cashiering

Customer service

Inventory management

**August 1997 – August 2015, Various Regional Broker-Dealers (Sutro & Co., Wedbush Securities, Inc., Roth Capital Partners, LLC, B. Riley & Co., MLV & Co. LLC)**

### ***Equity Research Analyst***

Developed and marketed investment themes and individual stock ideas to institutional investors

Developed and maintained relationships with potential/existing investment banking clients

## **Education:**

MBA, Finance, University of Illinois, Champaign-Urbana, IL

BA, English, University of Notre Dame, Notre Dame, IN