



Brandon B. du-Long

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WORK EXPERIENCE

SLOANE Nightclub

May 2013 - Present

Bartender / Promotion Team

Creatively organized marketing strategies to execute weekly events. Outlets included the utilization of social media and walk-in networking, contacting popular fashion venues such as YSL, Urban Outfitters, De Corato Boutique, G-Star, MAC, and Steve Madden. Created relationships to ensure a steady flow of GUESTLIST and Bottle Service sales weekly. Handled street work by handing out flyers and gathering contact info for face to face promotion. Artistically created photo collages to send out via internet. During the events handled all tasks of running the bar. Everything from quick cash handling, speed bartending, and maintaining crisp cleanliness. Set a personal sales record within the nightclub's "slowest" bar by nearly quadrupling the average amount sold in one night. Kept crowd pleased with flashy and quick pouring of drinks and excessive energy and rapport throughout the night. Socially outgoing and aimed to impress every second of every event to create an epic guest experience.

Barone's

May 2013 - Nov 2013

Bartender

Tended to every need necessary to ensure the guests of this very high end fashionable event had an exceptional night. Required weekly set up of multiple bar areas on site for most efficient sales. Achieved exceptionally high sales of liquor within times frames. Worked with Absolute Vodka and Grey Goose promo teams to create drinks both pleasing to the eye and tastefully pleasant. Built rapport and relationships with returning guests. Trained new bartenders and cabana servers on speed, efficiency, organization, P.O.S. System, and steps of service. Utilized personal social skills to entertain and accommodate high end clientele such as musical group Drop City Yacht Club and Oakland Raiders players. Handled cash nightly for entire bar staff and multiple registers. Organized tip outs for staff. Broke down venue nightly. Enjoyed socializing and selling to this exceptionally well ran event in downtown Pleasanton.

Chili's Bar & Grill

March 2009 - Aug 2013

Bar Manager / Head Bartender / Trainer

Served customers in a helpful/friendly/energetic manner-- Received drink and food orders from guests, server staff, serve drinks and food, collected payments and fully operated the cash register. Trained all new employees on bar portion of Aloha POS system. Efficiently mixed ingredients to prepare cocktails on the fly; pour beers and wines according to drink recipes. Described and served food to customers seated at the bar. When required, checked identification of customers to ensure meeting age requirements for purchase of alcohol. Subtly surveyed and evaluated customers to ensure no over-consumption of alcohol. Cleaned up bar area on a nightly basis. Responsible for maintaining accurate inventory costs by doing a monthly liquor count. Submit a weekly liquor order to General Manager. Wrote weekly schedule for bartenders. Trained every bartender on staff in the last two years.

Trained with a high emphasis on speed, accuracy, attentiveness, and overall energetic, positive and outgoing personality. Personally created recipe for what has come to be a very popular in house drink. Received and maintained a consistent flow of positive online reviews from guests which has resulted in manager bonuses. Recognized as first ever Employee of the Month for San Leandro location. Organized, ran, and WON Margarita Madness sales contests for the last three years. Was chosen, along with one other bartender, to represent San Leandro Chili's as Rockstar Employees and be facilitators of online presence. Maintained and continuously built rapport and relationships to maintain strong returning guest count.

E1 Entertainment

April 2012 - August 2012

Lead Bartender / Trainer

Served customers in a helpful/friendly/energetic manner-- Received drink orders from guests, server staff, served drinks, collected payments and fully operated the cash register. Trained all new employees on Aloha POS system, including managers. Efficiently mixed ingredients to prepare cocktails; poured beers and wines according to drink recipes. Served food to customers seated at the bar. When required, checked identification of customers to ensure meeting age requirements for purchase of alcohol. Subtly surveyed and evaluated customers to ensure no over-consumption of alcohol. Cleaned up bar area on a regular basis.

Red Circle Nightclub

February 2007 - January 2009

Barback / Server

Cut back up garnishes, ran drinks, refilled ice in the wells, restocked empty liquor bottles, washed glassware, grabbed inventory from the liquor room as needed, changed beer kegs, CO2 tanks and syrups, and pulled off dirty glasses from the bar. Occasionally, light bussing was involved. Mainly, provided bartender with any assistance needed for them to sell more drinks. Promoted club to local businesses by handing out flyers and meeting face to face.

Unified Financial Group

January 2004 - February 2007

Account Manager of Mortgage Sales

Accurately close retail FHA and Conventional purchase and refinance mortgage loans with a less than one percent error rate confirmed with pre disbursement and post closing audits. Electronically deliver closing instructions to settlement agents within two hours of file receipt. Review HUD1 settlement statement for approval communicating and rectifying deficiencies with settlement agent to comply with RESPA requirements. Deliver closing document package to settlement agent through secure email, receive and review critical funding documents, clear deficiencies and wire funds.

EDUCATION

Certified Nutritionist

March 2013 - Present

Institute For Integrative Nutrition

Certified Personal Trainer

November 2013 - Present

NASM

Marketing

SDSU

September 2004 - December 2006

Discontinued. Began pursuit of Real Estate investments.

General Education for Transferable Units

September 2002 - June 2005

Mesa Community College

Gained CA Real Estate License while enrolled.

INTERESTS

Interest include all aspects of outdoor activities. Avid rock climber. Compete regularly in Reebok Spartan Races, Gladiator Mud Run, and Tough Mudder. Fanatic of popular home workouts P90X and P90X2. Enjoy a consistent growth from self help books along the lines of positive attitude and philosophy. Partake in Crossfit at family owned Crossfit gym in Union City, One World Crossfit & Martial Arts. Love cooking with emphasis on Paleo Diet cuisine and a die hard all natural juice and smoothie junkie.

REFERENCES

References available upon request.