

# **FRED URSUA, JR.**

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## **CORE COMPETENCIES**

- o General management
- o Exceptional customer service
- o Event/banquet planning, coordination
- o Budget management
- o Strategic planning
- o Community service and relations
- o Purchasing
- o Food-and-beverage management
- o Ensuring a welcoming environment
- o Vendor sourcing and negotiation
- o Staff development, team building
- o Business development and retention
- o Problem resolution
- o Unique program development

## **EXPERIENCE**

9/13-Present

### **BLACK GOLD GOLF CLUB, Yorba Linda, CA**

*An exclusive public golf club catering to the affluent, with a fine dining restaurant seating 75 primarily for breakfast and lunch. Renowned as a “wedding house,” Derrick’s hosts numerous banquets and special events for 10-300 guests.*

#### **Food and Beverage Manager**

Hired/terminated, trained, scheduled, and supervised a staff of 20 including servers, bartenders, cart attendants, line cooks, sous chefs, and banquet salespersons.

- Improved service dramatically, based on customer survey results.
- Increased annual sales from 4% to 7% during tenure.
- Cut overhead and labor costs significantly.
- Initiated several special programs that brought in new business.

10/11-9/13

### **THE CENTER CLUB, Costa Mesa, CA**

#### **Food and Beverage Director**

Managed the Main Members dining room and Encore Lounge (casual dining), with 35 FOH staff at this exclusive dining facility servicing the music center. Used Aloha system to maintain organization and inventories.

- Cut labor costs by 60+ man hours per week by restructuring department.
- Lowered food costs, and increased revenue through implementation of new systems.

8/09-10/11

### **EL ADOBE DE CAPISTRANO, San Juan Capistrano, CA**

#### **Acting General Manager**

Managed the FOH/BOH staffs of this renowned restaurant which served some 1,500 guests on weekends and hosted numerous special events. Served breakfast, lunch, and dinner. Oversaw all daily operations, developed new strategies and training procedures, and established new vendors to cut costs.

- Lowered costs and increased profits through astute management.

2008-2009

### **YORBA LINDA COUNTRY CLUB, Yorba Linda, CA**

#### **Food and Beverage Director**

Managed staff of 20 for dining room and private events. Oversaw all operations for dining room, snack shops, and cafe; organized staff for private events. Managed inventories, budgets, and staff. Controlled food and liquor inventories, and forecast budgets.

- Increased a la carte dining by 10+%. Introduced innovative promotional ideas.

2006-2008

### **DOVE CANYON COUNTRY CLUB, Dove Canyon, CA**

#### **Assistant Food and Beverage Director**

Worked with Kronos, Digital Dining System, JDE, Electronic Labor Scheduler, BEO Labor Scheduler, and used cost-and-expense systems.

- Grew revenues by 15% during tenure.

- F&B Department received award for Best Food and Beverage Department in American Golf Corporation – 2007.

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1992-2002

### **COTO DE CAZA & RACQUET CLUB**, Coto de Caza, CA

#### **Food and Beverage Director (1999-2002)**

Managed, scheduled, trained, and disciplined a staff of 60 restaurant personnel in a full range of daily activities at this private club serving more than 1,500 active members.

Forecast and administered annual operating budget of \$3.5 million+.

Negotiated vendor contracts and implemented new policies and procedures. Managed 12 vendors, and ordered all food, services, and supplies.

- Increased profits by 100% within one year through effective managerial skills, including knowledgeable vendor selection and aggressive negotiation.
- Was awarded Employee of the Year by full membership – 200.
- Was awarded Employee of the Year by Men's Golf Association – 2000.
- First F&B Director in club's history to show a profit.

#### **Food and Beverage Manager (1992-1999)**

Managed a \$2 million annual operating budget. Negotiated vendor agreements to secure highest quality products at most competitive costs. Hired, trained, and supervised staff.

- Consistently met or exceeded all budgets, goals, and objectives.

## **EDUCATION**

### **CALIFORNIA STATE UNIVERSITY, FULLERTON**

**Master of Public Administration**

**Bachelor of Arts, Political Science**

Dean's List

