



CURRICULUM VITAE

PROFESSIONAL SUMMARY

Elite F&B Operations Director with over 12 years of international experience in ultra-luxury hospitality and Michelin-starred establishments. Specialist in maximizing operational profitability (P&L) and elevating service standards through the implementation of high-level SOPs. Proven track record of achieving a **45% increase in strategic sales** and managing budgets exceeding **\$1.5M USD**. Expert in building high-performance teams and leading large-scale project openings across the world.

WORK EXPERIENCES

Nov 2025- May 2026

International Independent Consultancy org. (My own company)

Group F&B Training manager

Rep. Of Malta

Conduct Needs Analysis: Audit current service delivery across outlets to identify specific areas for improvement and skill gaps. **Develop Training Modules:** Create structured SOPs and instructional materials that align with the AX Hotels brand identity. **Execute "Train the Trainer":** Brief outlet managers and supervisors on the new protocols to ensure leadership alignment and consistent enforcement. **On-the-Floor Coaching:** Conduct live demonstrations, workshops, and role-playing sessions with front-line staff during non-peak hours. **Audit and**

Feedback: Perform regular evaluations and review of guest satisfaction scores to measure the impact of training and refine modules as needed. Consulting support for the Senior management team.

Designing and executing the group's training architecture, optimizing service delivery, and closing critical skill gaps across multiple outlets.

Developed structured SOPs and instructional materials aligned with luxury brand identity to ensure operational consistency.

Providing strategic consultancy to the Senior Management team on optimizing human and operational resources.

MAY 2025- October 2025 (Consultant contract)

International Independent Consultancy org. (My own company)

Director of F&B Operations

Republic of Panama

Restreaming the integral FB operations of six restaurants, and two hotels.

P&L, budgeting, marketing, beverage, training for outlet managers, and popularity on sales.

NOVEMBER 2023 – April 2025

ACCOR Swissotel Tallinn, 5-star Luxury Hotel, Tallinn, Estonia

HOD Horisont Restaurant, Horisont sky Bar, IRD

I provided comprehensive restaurant management, leading **inter-departmental coordination, financial administration** (budgeting and profitability), and **HR management**, which included designing staff **training programs**. I developed and executed **marketing strategies** focused on enhancing quality and **business sustainability**, while supporting the F&B Director with improvement programs. My operational leadership contributed to the establishment **earning the BEST FINE DINING RESTAURANT** award by Silverspoon and inclusion in the **Michelin Guide 2024-2025**.

MAY 2023- October 2023

International Independent Consultancy org. (My own company)

Director of F&B Operations

Led the comprehensive restructuring of F&B operations for a portfolio of six restaurants and two hotels. Managed P&L, strategic marketing, and manager training programs focused on sales popularity and revenue growth.

JULY 2021 – APRIL 2023

180 degrees, 2 MICHELIN Star Restaurant, Tallinn, Estonia

General Manager

I oversaw the comprehensive property management, leading inter-departmental coordination, financial administration (budgeting, profitability, contracts), and HR management, while designing staff training and specialty beverage programs. I developed and executed marketing and travel agency collaboration strategies, conducting local and international market analysis to drive business sustainability, resulting in a 45% increase in beverage and extra sales. **My leadership contributed to securing 2 MICHELIN STARS and the Best Service Team award by Silverspoon in 2022.**

SEPTEMBER 2019- APRIL 2021

LYSVERKET AS, 1 MICHELIN STAR, Bergen, Norway
GROUP SERVICE and BEVERAGE MANAGER

I served as the Group Service and Beverage Manager for Lysverket AS, Hoggorm AS, and Damsgard AS, directing the comprehensive selection and purchasing of beverages for all three establishments. I was responsible for rigorous financial management, including a \$1.5 million budget, stock control, and strategic negotiation with vendors, importers, and distributors. As part of the management team reporting to investors, I developed the group's wine program, implemented staff training on FHO standards, and performed daily duties as the Restaurant Manager at Lysverket.

JANUARY 2019 – SEPTEMBER 2019 (seasonal opening)

Mater Restaurant, Moggiona, Italy
Restaurant Manager and Head Sommelier

Main responsibilities: Coordination of daily operation, training staff, coordinate employee schedules, ensuring company protocols and standards, Menus, Wine selection, stock, budgeting. Helping to implement structure and standards to achieve a MICHELIN star in the following years.

NOVEMBER 2017 – DECEMBER 2018

BAMFORD GROUP, United Kingdom
BEVERAGE MANAGER

Main responsibilities: Group Service and Beverage Manager for Luxury Hotel, Restaurant and Events.AS, Purchasing and selection of Beverage for the complex, manage budgeting and profitability, stock control, negotiation with vendors, importers, and distributors. Responsible for Training program for the staff on the FHO. Developing wine program for the Group.

FEBRUARY 2017 – NOVEMBER 2017

CULLINARY INSTITUTE OF MEXICO (ICUM), MEXICO
TEACHER OF ENOLOGY, SOMMELIER, RESTAURANT SERVICE DEGREE I-II-III

Main responsibilities: Teacher of Enology I-II-III courses, International Sommelier Certificate in collaboration with the University of Wine of Boudreaux, Teacher for future Restaurant Managers and F&B Managers, Teacher of Cuisine focused on Wine-Food Pairing, modifications, and updates of the teaching programs.

SEPTEMBER 2016 – JANUARY 2017 (PRE-OPENING CONTRACT)

MILAIIDHOO ULTRA LUXURY ISLAND RESORT, MALDIVES
CHEF SOMMELIER and WINE CONSULTANT

Main responsibilities: POS procedures, contract negotiation with suppliers, cost control, Revenue and Sales, Program, staff training and development.

APRIL 2014 – APRIL 2016

TURNERS, 2 MICHELIN STAR RESTAURANT, BIRMINGHAM, UK
RESTAURANT MANAGER ASSISTANT and HEAD SOMMELIER

• Main responsibilities: POS procedures, contract negotiation with suppliers, cost control, Revenue and Sales program, responsible of the wine list and pairings, staff training and development, daily service, design pairings for William Chase Distillery and UK sparkling wine producers, supporting RM in daily routines.

MARCH 2013 – MARCH 2014

LA BECASSE AND LORTELAN BY 10AND8 GROUP, 1 MICHELIN STAR, UK
RESTAURANT MANAGER ASSISTANT and HEAD SOMMELIER

Main responsibilities: POS procedures, contract negotiation with suppliers, Cost control, Revenue and Sales program, Beverage list design, staff training and development, supporting RM in daily routines.

NOVEMBER 2012 –FEBRUARY 2013

AWASI *** Relais Chateaux ,San Pedro di Atacama, CHILE**

RESTAURANT MANAGER and HEAD SOMMELIER

Main responsibilities: POS procedures, contract negotiation with suppliers, staff training program under EU-USA standard procedures, improving Beverage Sales.

MARCH 2012 – OCTOBER 2012 (seasonal opening)

Borgo Santo Pietro ***Relais Chateaux, 1 MICHELIN STAR, Chiusdino (SI), Italy**

F&B MANAGER ASSISTANT AND HEAD SOMMELIER

Main responsibilities: Supporting POS procedures, Beverage and Food contract negotiation with suppliers, Cost control, Revenue and Sales program, Beverage design program, staff Training and development, daily service, and Support to F&B Manager.

EDUCATION

2024- University of Madrid UDIMA Master degree Turism and hospitality management

2015 Court of Master Sommelier Americas (Orlando, USA)

2011 Crowd Management of Hospitality (STDCW, Orlando USA)

2010-2011 Court of Master Sommelier (Tutor – Mr. Bryan K. Julian, United Kingdom)

1995-2002 E.G.B.-E.S.O. in I.E.S PARQUE ALUCHE (Madrid, Spain)

LANGUAGES

Italian (mother tongues, bilingual)

Spanish (mother tongues, bilingual)

English (Full professional)

DRIVING LICENCE B category

References

Elina Rikkas, F&B Director Swissotel Tallinn 0037253305088 elina.rikkas@swissotel.com

Roxana Gheorghe, General Manager Swissotel 0033663672823 roxana.gheorghe@accor.com

Filippo Baroni and Marta Baroni (Owners of Mater Restaurant), 00393665035127 psicolippo@gmail.com

Chrisopher Haatuft (Owner and Chef Patron Lysverket group,) 004790859481 christopher@lysverket.no

Sten Sarap, (Owner 180 Degrees) 003725245144 sten@labelprint.ee