

Statement: To be financially successful through great people being consistent, honest, and respectful, with integrity, and self value.

DONELL SHAW

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PROFESSIONAL EXPERIENCE:

Darden Restaurants- Brand LongHorn Manchester, CT

4/2022-

Partnering Manager

- Annual Sales Volume: Over 7% From 4/2022-12/23 Sales Increase of Sales Avg. Weekly Sales ● \$ 6.7 Million Gross North Regional Sales, \$69,406 in sales increase - Weekly Sales <\$4,740
- Hired in as Partnering Manager (First outside hire in several years)
- Supervised over 45- 55 employees
- Responsible for 2022-2023 P/L Ops Plan and P/E Performance Earnings
- Reduced labor cost from 7.0% - 2.0% 12 month -to- date , Quarter- to- date
- Gross Sales- \$140,624, Net Sales 0.2% P/E > 7% Sales >, Total Cost of Sales Total Cost of Sales %, Direct Labor ● Maintaining Labor, Direct Labor, and In-direct Labor cost
- Labor consistency , 39.3% Month to Date, Week to Date
- Managing Partner Duties- Complete Hiring/ Staffing, Certifications
- Daily Inventory, Weekly Inventory, and EOM Inventory
- Controlling Turnover : 99%-*5% = 55 employees = 88.7% Turnover yr-to-date
- Expense Reports for Travelers and Conventions and Management Seminars
- FIFO: First In First Out controlling Waste Management
- Scheduling, making sure ACES are in places
- Controlling Labor cost with Forecasting and Projections
- Weekly, monthly, and yearly
- Food Cost: 27%
- Daily Line and Items check Am-Mid-shift- and Pm
- Bonus Plans for Staff and Management
- \$4,635+50%-\$19,790-\$989,500x 2.00% = \$24,425 Total Bonus
- Hands On Side By Side Positive Coaching
- Training, Skillouts
- Promotions, Employee Reviews, PDR reports
- Make sure all guests and staff as well as the company are being WELL taken care.

9/2019 – 1/27/2022 Travel Centers of America Southington, CT General Manager Food Service

- Annual Sales Volume: \$2.2 Million
- Hired in as General Manager
- Supervised 40 employees
- Responsible for **operation of three quick service concepts (Taco Bell, Popeye's, Made to Go Kitchen) and Travel Store.** ● Scheduling, budgeting, purchasing, HR administration for team.
- Reduced labor cost from 34% to 23%,
- Reduced food cost from 35% to 24%
- Developed, trained and promoted eight team members into management positions .
Two AGM. Four Supervisors, and two shift supervisors.

11/2015 – 9/2018 Marriott Resort & Spa @ Grande Dunes Myrtle Beach, SC

Kitchen Manager (AM / PM)

- **Annual Sales Volume: \$4+ Million**
- **Hired in Line Cook, promoted to 4/2016 Kitchen Manager.**
- Supervised **40** employees
- Responsible for smooth operation shifts. Opening / Closing
- Training, adjustment of schedules when needed, production numbers.

2/2012 – 2/2014 Breakers Resort Myrtle Beach, NC Sous Chef

- **Annual Sales Volume: F&B 5+ Million.**
- Hired as Sous Chef
- Responsible for evening service, prep, set-up, following standards for service.

1/10/2001-11/01/2011 Sand Dunes/ Ocean Dunes Beach Resorts@ Myrtle Beach, SC

Banquets Events Manager

- ***Annual Sales Volume: \$4.6 Million***
- ***Supervised 40- 50 employees***
- ***Responsible for overseeing all banquets functions***
- ***Scheduling***
- ***Projections***
- ***Bookings***
- ***Sales Management***
- ***Networking***
- ***Hiring staff for numerous positions***
- ***Ordering***
- ***Venue Set-ups***
- ***Labor Control***
- ***From a high 36% down to 31% in under a 1 ½ of being with the company***
- ***Hall Of Heroes “Dedication Hall Opened For Veterans all over the World”***
- ***Founded January 2009 By Donell Shaw and Sheila Cooke***

Additional Experience:

2/2013 – 11/2017 DZ Zimmerman Waterbury, CT Nuclear Maintenance Laborer

(Reason for leaving: favorable layoff)

1/2005- 3/2009 United States Navy Washington, DC E6 Navy Diver, Submarine Service Nuclear.

EDUCATION:

BA Business 6/2012 Culinary Institute of America Hyde Park, NY Business and Hospitality Management.

AS Business 6/2012 Horry-Georgetown Technical College Conway, SC Business Management, online studies