

# **ANNETTE ST. ROMAIN**

1144 Orion Ave, Metairie, LA 70005

Phone: 504.813.9216 E-Mail: astromain13@gmail.com

## **SKILLS**

Highly effective Food and Beverage Director with more than 20 years of successful management experience. Skilled in dining, concessions, and catering management, purchasing, budgeting, and managing P&Ls. Proven success at improving per caps, guest relations, event planning and coordination. Independent leader with strong mentoring, supervising, and motivational abilities. Highly proficient in Microsoft Office and POS Systems.

## **EXPERIENCE**

**VSS – Southern Theatres**

**June 2021 – August 2022**

**National Food and Beverage Manager**

Manage F&B operations for a national movie chain with 18 locations • Develop and refine concession menu offerings, including includes finding new opportunities to bring in contributions that would increase incremental sales • Negotiate yearly contracts and agreements, including national Coke contract, candy agreements and all purchasing related to food and beverage • Communicate with suppliers, distributors and service providers on a consistent basis to make sure that we were on the leading edge of product offerings and technology opportunities • Facilitate the maintenance and repair of concession equipment • Report concession department financials and measurable statistics • Develop concessions and bar menus, working closely with marketing team to plan special promotions and events • Coordinate F&B policies and programs with theatre management

**Ambassador Theatre Group**

**September 2019 – April 2020**

**Food and Beverage Manager**

**Saenger Theatre and Mahalia Jackson Theatre of Performing Arts**

Manage F&B operations within budget and to the highest standards • Lead F&B team by attracting, recruiting, training and appraising talented personnel including Assistant F&B Manager, Kitchen Manager, and hourly bar staff • Design exceptional menus, purchase goods and continuously make necessary improvements • Special Event planning and execution • Identify patrons needs and responding proactively to all of their concerns • Monthly and yearly P&Ls and financial reporting • Coordinate weekly and monthly inventory and weekly payroll • Obtain all necessary licenses and permits • ServSave Manager Certification

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## **Spectrum Catering, Concessions and Events**

May 2010 – August 2019

### **General Manager**

**Spectrum Catering | New Orleans, Louisiana**

### **Saenger Theatre and Mahalia Jackson Theatre of Performing Arts**

Manage Food & Beverage Operations for two performing art theatres • Managed staff of 50+ employees, including Assistant GM, Kitchen Manager, and hourly bar staff from recruitment to training and evaluation • Menu development and food and beverage cost management and purchasing • Event coordination and planning • Designed and produced all signage • Monthly and yearly P&Ls and financial reporting • Prepared and managed budget • Coordinated monthly inventory and weekly payroll • Obtained all necessary licenses and permits • ServSave Manager Certification

## **Free-lance Caterer and Event Planner**

March 2003 – May 2010

**Annette St. Romain Catering | Metairie, Louisiana**

- Planned and coordinated events and parties from invitations to decorations to favors
- Full-Service Corporate and Event Catering

## **Catering Manager and Assistant GM**

March 2001 - March 2003

**Foodies Kitchen | Metairie/New Orleans, Louisiana**

• Coordinated Catering Sales and Operations for two locations • Supervised, trained, and recruited staff  
• Menu development • Assisted in the development of marketing plans • Created store signage and menus • Produced weekly newsletter and promotional materials • Planned and coordinated all special events including weekly farmer's market, wine tastings, and all inside and outside catering from corporate luncheons to weddings • Supervised monthly inventories • Worked store management shifts weekly and as needed

## **EDUCATION**

Bachelor's Degree, Communications

Loyola University | New Orleans, Louisiana