

# LANCE GUIDRY

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## SUMMARY

Seasoned Managing Partner adept at saving money, improving efficiency and increasing customer loyalty. Motivational leader with well-developed interpersonal, communication and problem-solving strengths. 20+ years in field.

## SKILLS

- Payroll
- Profit and Loss statements
- Budgeting
- Diverse beverage knowledge
- Involved in high volume restaurants
- Highest BWL% of sales out of 120 restaurants
- Over 20 years of experience in Restaurant Management
- Serve Safe Certified
- Community Involvement

## EXPERIENCE

### 03/2016 to 07/2018 General Manager

#### Half Shell Oyster House Lafayette – Lafayette, LA

- Monitored and trained service team members on suggestive selling practices and continuous sales growth of beverage, appetizer, add-on and desserts
- Optimized profits by controlling food, beverage and labor costs by establishing portion control and quality standards
- Reconciled daily transactions, balanced cash registers and deposited restaurant's earnings at bank
- Established restaurant business plan by conferring with people in the community to select food and beverage offerings
- Upheld restaurant standards for food and beverage quality, team member engagement, financial goals, standard operating procedures and guest experiences

### 09/2009 to 02/2016 Managing Partner

#### Coyote Blues Lafayette LA

- Managed business operation initiatives, including budgets, Profit and Loss statements, payroll, invoicing, inventories, vendor coordination, staffing and all human resource related matters
- Provided leadership to a staff of upwards of 100 personnel, including food and beverage managers in a restaurant with annual sales of 3.8 million
- Achieved highest Cinco de Mayo sales in 2012 of \$37,000
- Built sales forecasts and performatas to reflect desired productivity goals
- Community involvement with Little League Baseball as well as many area schools

- Actively involved in menu design and creating exciting food

### **03/2004 to 06/2009 Managing Partner**

#### **Bonefish Grill Lafayette LA**

- Managed business operation initiatives, including Profit and Loss statements, payroll, invoicing, inventory, vendor coordination, staffing and all human resource related matters
- Schedule and direct staff upwards of 60 personnel in daily work assignments to maximize productivity in a restaurant with sales of 3.6 million annually
- Conduct daily preshifts and weekly departmental meetings to ensure restaurant efficiency
- Optimize profits by controlling food, beverage and labor costs on a daily basis
- Increased sales each year from 2005-2009
- Highest in company in BWL % of sales for 3 years
- Efficiently resolve all problems or concerns of both guests and employees

### **08/2018 to Current Real Estate Agent**

#### **Next Home Cutting Edge Realty – Lafayette, LA**

- Counseled new buyers to enhance sales opportunities
- Successfully guided home buyers and sellers through sales and purchase of properties
- Created and maintained a large client base by meeting needs and providing exceptional customer service
- Coordinated appointments with prospective buyers to showcase houses and plots

## **EDUCATION AND TRAINING**

**Bachelor of Science:** Business Management

**University of Louisiana Lafayette**

## **ACTIVITIES AND HONORS**

- Member, Alumni Association

## **CERTIFICATIONS**

- SafeServ certification: Food Handling

## **REFERENCES**

REFERENCES References available upon request.