

Mario Martinez

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Profile

I am looking to embrace an organizations culture that prides itself on community as well as service details. I take great satisfaction in cultivating positive work environment.

Experience

Manager, RA Sushi Tustin, CA— 2019—Current

Increased revenue by raising the bar in guest services, working with marketing and tapping in to verticals. Retention was improved upon by focusing on consistently adding to a positive culture within the four walls. Led the team through communicating clear expectations and coaching with ongoing action plans. Pivoting during the pandemic, controlling COGS and managing consistent flow through on the P&L.

Assistant General Manager, Patio Marketplace Irvine, CA 2018-2019*closed due to legal
Opened a new concept restaurant- hired and trained all staff. Led by example, constantly looking for ways to improve. Designed and implemented SOPs to hold staff accountable. Organized and coordinated large events, working with culinary and developing an event staff. Strived each day for open communication through pre and post shifts and conducted routine classes that focused on safety, efficiency, team building and expansion.

Manager, Daily Grill, Irvine, CA— 2017-21019

Reduced variable costs by tightening controls overtime on expenditures and inventory waste. Motivated and developed staff by coaching them to become top performers. Maintained healthy relationships with BOH and FOH to keep the restaurant function properly.

Server, Grasings Coastal Cuisine, Carmel CA, –2015-2017

Catered to a high caliber clientele in an intimate setting managing 50 covers on average, this included being the lead banquet server. Offering the highest level of menu knowledge expertise and utilizing suggestive selling throughout. Maintained a grew an internal clientele base.

Education

Orange Coast College - 2015 - Graphic Design/ Business

References

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|---|-----------------|
| Susan Greene - Owner - Spectrum Kitchen | (949) 230- 0232 |
| Darryl Brewer - General Manager- Grasings Coastal Cuisine | (831) 917-1649 |
| Denise Diaz - Manager - Lumi | (713) 429- 2891 |