

# Monroe Brown

3303 Del Prado Court  
Tampa FL, 33614  
**(813) 310-7255**  
**zlyguy@gmail.com**

## EXPERIENCE

### **Florida Ave Brewing, Tampa — Assistant General Manager**

October 2020 -Present

Day to day operations of \$5million annual revenue location. including scheduling, ordering, facilitating bi annual menu roll outs, and ensuring exceptional service and guest satisfaction. Successfully rolled out POS change, and rebuilt the full reporting system from the ground up. Using new tools was able to decrease Labor costs to **8%** in FOH despite rising inflation and base wages. Leveraged various liquor vendors into contract pricing decreasing bev costs to below **20%**, Built out new Happy hour, cocktail, specialty lunch and Online menus. Worked with private events for ordering premium spirits and increased profitability. Planned and executed highly successful themed event nights monthly bringing in on average 120 guests each. Improved budgeting with more accurate daily projections, using linear regression models with quarterly, monthly, and weekly seasonality indexes.

### **Steelbach, Tampa — Craft Bartender**

December 2020- 2022

Worked night shifts maintaining a highly polished clientele. Full fine dining service with an emphasis on wine and steak. Worked with the bar manager on improving processes and general upkeep of the equipment. Full craft bar that made all syrups, cordials etc in house. Assisted on menu development as well as execution of new concepts. Was able to minimize waste using updated batching techniques and scheduling pars. Left to step into a management role.

### **Boca, Tampa — Lead Bartender**

November 2019 - 2020

Worked with the AGM as a bar manager without the title. I facilitated ordering, batch scheduling as well as running shifts regularly. Concept closed during covid. I was transferred to another concept and retained.

## EDUCATION

**University of South Florida, Tampa—B.S. Information Tech. 2018**

**Pasco-Hernando State College, Online — B.S. Supervision Management 2018**

**University of Central Florida, Orlando — B.S. Marketing 2016**

## SKILLS & PROFICIENCIES

Cicerone beer server certification

Toast & Focus POS

Margin Edge & Xtrachef Inventory Software

Cocktail Menu Curation

USBG member (2019–2021)

Serve Safe certification

Google & Microsoft office suite

Java coding

SQL database language

Grassroots marketing techniques