



TROY CLARKE

FOOD & BEVERAGE EXECUTIVE

A BIT ABOUT ME

Passionate Leader who leads by example. A strong operational experience that always gets the task completed with core principles and ethics by my side. A motivator who inspires those around them to be better and drive results while being personable, creative, and on trend. A leader who values working hard but also emphasizes recharging our own batteries so we can be at peak performance.

RELATED SKILLS

- Strategic Planning • Creativity • Sales Growth
- High Volume • Luxury • Detail Orientated
- Beverage Development • Profit Building • Coach
- Restructuring • Entrepreneurial • Design • Service
- Team Leadership • Team Motivation • Storytelling
- Training & Development • Relationship Building
- Detailed Orientated • Adaptable Thinking
- Listening • Speaking • Collective Bargaining

GET IN TOUCH

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CAREER HISTORY

CORPORATE DIR. OF MIXOLOGY & SPIRITS EDU.

Martignetti Companies | December 2012 - present

- Manage Largest Spirits Portfolio in New England Region (over 1.B Rev)
- Work directly with all SVP's and VP's to drive Sales & Profit for company
- Lead all Spirits Sales Training CT/MA/RI/NH/VT
- Lead on product acquisition for Total Company
- Doubled Business Volume of 2020 Revenue for Top 150 accts in 2021
- YOY revenue growth of +15% every YR w/150 top accounts (2014 - 2019,22")
- Drove an average of 35% Gross Profit w/150 top accounts (2014 - 2019, 22")
- Developed New Brand "California Falernum" Won Best in Class ADI (2019)
- Consult on an average of 10 new openings a year (design, operations, menus)
- Design, create, execute social media following for the company
- WSWA - Speaker, Panelist, Judge and Competitor (2014- Current)

EAM DIRECTOR OF F&B

The Royal Sonesta Hotel | May 2011 - Dec 2012

- Responsible for all aspects of F&B division front/back of house operations 10.5M
- Raised Outlet Revenue 800K & Banquet Revenue 1M within first year
- Established & Re-enforced brand standards increasing guest experiences
- Designed and Re-concepted Restaurant to Farm to table, highlighting local farms and fresh juice bar program

EXECUTIVE DIRECTOR OF BANQUETS

The Loews Hotel South Beach | February 2010 - May 2011

- Recruited to rebuild department and turn over to a permanent leader
- Manage all Meeting space for high volume banquet operation 15M
- Introduced classic cocktails, fresh juice. modern mixology into high volume bqts
- Highest Customer Service Score in company and history of hotel over 97%

EAM DIRECTOR OF F&B

Marcus Hotels & Resorts | January 2008 - February 2010

- The Hilton Milwaukee City Center, Marcus Hotels & Resorts (2009 - 2010)
- The Pfister Hotel, Marcus Hotels & Resorts (2008 - 2010)
- Brought hotel from lowest ranked to top 10% of Preferred Hotels Worldwide in F&B

THE RITZ-CARLTON HOTEL COMPANY

September 2005 - January 2008

- Associate Dir of MSE- The Ritz-Carlton Grand Cayman, BWI (2007 - 2008)
- Asst Dir of F&B/Dir of Banquets - The Ritz-Carlton Boston (2006 -2007) Closing
- Dir of Banquets - The Ritz Carlton Grand Cayman, BWI (2005 - 2006) Opening
- Developed Cayman Cookout with Eric Ripert (Cayman Islands 2007)

AWARDS / EDUCATION / TRAINING

- 2023 Mover & Shaker Award Winner (Beverage Industry Award)
- Expert Bar Designer Krowne Metal Corporation - (2019 -Current)
- Court of Master Sommeliers - Level I Introductory Sommelier
- International Guild of Sommeliers - Level I, II and III (Sommelier Student)
- Beverage Alcohol Resource - Bar Ready, Faculty Member (2011- Current)
- United States Bartenders Guild - Spirit Professional Certified (SP)
- Society of Wine - CSS Certified, Enrolled in Certified Educator Program
- Master of Service - 2017(Gary "Gaz" Regan Training)
- Bar Methods - Certified (2016)
- Ultimate Spirits Challenge - Judge & Sr Faculty Member (2015 - Current)
- Certified Sake Professional (2021)
- Best Sommelier America (2011) Competitor (Highest Score F&W Pairing)
- President Dover-Sherborn Youth Lacrosse (K-8) 2020 - Current
- Stoughton Highschool Varsity Head Lacrosse Coach 2021 - 2023

WSWA COMPETITIONS , 2014 - 2019

- 2019 Best in Show, Best Long Drink
- 2018 Best Aperitif
- 5x Winner "Call For Cocktails" "Best Overall Cocktail"

PERSONAL REFERENCES

>Andy Seymour, Liquid Productions
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>Paul Pacult, Spirit Journal/ Ultimate Beverage
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