Sean Thomas Fry CS, MFP

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MANAGEMENT PROFESSIONAL

Dynamic, goal-focused professional with progressive contributions in a range of business environments. Astute analyst, strategic thinker, and creative problem solver. Personable, articulate and persuasive. Able to formulate best solutions based upon complex operational requirements to lower costs, improve bottom line profitability, and ensure high customer satisfaction and loyalty. A skilled relationship builder and staff facilitator. Outstanding trainer and customer service provider.

- **Strategic Planning**
- **Project Management**
- **Budgeting & Financials**
- **Policy Development**
- **Training**
- **Community Relations**
- **Human Resources**
- **Scheduling**
- **Purchasing**
- **Inventory Management**
- **Compliance**
- **Marketing**
- **Troubleshooting**
- **Cost Reduction**
- **Pricing**
- **Product Development**
- **Hiring & Staff Development**
- **Promotions**
- **Customer Service**

PROFESSIONAL EXPERIENCE

WINE DIRECTOR/CULINARY INSTRUCTOR / SOMMELIER **5/2015 - Current**
Platt College – Tulsa Tulsa, Oklahoma

Table Service/Maitre d' and Culinary Instructor responsible for the education and evaluation of students. Responsible for maintaining overall restaurant quality including food & beverage sanitation standards, service standards, and cost control for the college's 120 seat student operated restaurant. Operate as Special Event Coordinator for wine, spirit and beer dinners. Implemented and maintain wine and beer list. Serve as Sommelier for Foundations Restaurant with a Wine Spectator award winning wine list.

- Teach food service and management classes including all facets of service including, but not limited to, French, Russian, Banquet, Buffet, event planning, and organization. Instruct students in guest awareness, operational teamwork, staffing and scheduling, and the use of operational reports.
- Instruct and supervise students: positions include server, host, bartender, and general manager. Instruct students in the uses and functions of a computerized point of sales system.
- Teach wine, spirits and beer basics, evolution of dining room service, social awareness in hospitality industry, and overview of restaurant operations and catering operations.

OWNER / CHEF / SOMMELIER **1/2011 - Current**
FITCHEF, LLC Tulsa, Oklahoma

Professional Private Chef services, catering services, cooking classes, food and wine pairing classes and restaurant consulting services. Monthly wine consultation for live internet show, OKFoodie.

- Provide fully cooked meals to clients' homes with instructions for reheating. Adhere to HACCP standards for food purchasing, preparation and delivery.
- Create menus that are creative, nutritious and delicious.
- Work with restaurateurs consulting and working with staff. Assist in menu consultation and design, recipe creation, food and beverage costing, front and back of house training, business modeling and analysis.

- Describe 3 to 4 wines that have been selected and paired with courses for the evenings' meal. Discuss wine pairing with broadcast host and answer questions from live audience.

EXECUTIVE CHEF **4/2007 – 1/2011**
LOWCOUNTRY EATS Charleston, South Carolina

Provided highly focused culinary leadership for this catering company. Created and implemented new menu items. Monitored costs of all items to ensure cost effectiveness and goals were met. Supervised, trained and motivated kitchen staff. Adhered to HACCP standards to control sanitation and food quality.

- Maintained and developed supplier relationships utilizing local suppliers whenever possible.
- Closely monitored and evaluated systems for production of large food quantities. Developed methodology to work more efficiently while improving food quality.
- Duties also included ongoing employee professional development, budget adherence, reporting to ownership for budgetary concerns. Provided on-site supervision of off premise events as executive staff.

PURCHASING MANAGER / PROJECT MANAGER **10/2004 – 4/2007**
STEALTH® CONCEALMENT North Charleston, South Carolina

Developed and filled new position of Purchasing Manager, as well as created policies and procedures to govern department operations. Concurrently served as Project Manager, with strong emphasis on new project development and implementation, vendor management, sales support, and materials management. Successfully managed up to 40 simultaneous projects.

- Maintained effective supplier relations, negotiating advantageous pricing and delivery terms to lower overall costs, created and presented POs, and worked with financial personnel to ensure payments made in timely manner to ensure supplier satisfaction.
- Took a leading role in competitive bidding efforts. Developed and submitted drawings to ensure profitability and viability.
- Interfaced with shop foreman and other craft personnel for customer product fabrication, and coordinated final completion and shipment to worldwide customers.

DINING ROOM MANAGER **2/2004 – 10/2004**
TRISTAN Charleston, South Carolina

Directed daily operations, consistently meeting profitability goals. Responsibilities included purchasing and managing wine inventory requirements, inspecting and approving goods and services, PO generation, invoice reconciliation and accounting oversight. Interfaced with chef and owner in areas of hiring, payroll, benefits administration, and terminations, and led special projects from inception through completion.

- Directed service staff in all aspects of service. Implemented wine sales goals and reward system for staff. Coordinated between kitchen and dining room for quality service and proper preparation of food for customers in dining room. Handled scheduling of all service staff and management.
- Performed duties autonomously, as well as partnered with ownership and chef and in areas of strategic and tactical planning, operational improvements, cost reduction, market and industry analysis, and continuous improvement.

DIRECTOR OF RESTAURANTS **5/2003 – 11/2003**
HARBOR VIEW HOTEL Edgartown, Massachusetts

Coordinated and managed daily operations of multiple venues; dining room, room service, pool service, bar, and banquets / special events. Took a key role in the areas of employee screening and hiring, provided ongoing training to all departmental staff, and directly or indirectly managed front and back of house personnel. Established and maintained annual operations and purchasing budgets, and personally created new products to maximize client satisfaction and to achieve or exceed projected sales volume.

- Scheduled employees for both routine operations and for special events, managed pricing structures, and personally planned large-scale catering and other events at all resort facilities and off-site.
- Personally traveled to the United Kingdom to manage the hiring of seasonal staff members.
- Special projects included managing training of food services staff for Myriad Restaurant Group.
- Met management and client expectations.

GENERAL MANAGER / SOMMELIER **4/2002 – 10/2002**
POLO GRILL Tulsa, Oklahoma

Rejoined this organization to provide deft oversight of all business functions, with strong emphasis customer service and satisfaction. Directed a 40-member staff on a daily basis, with key responsibilities encompassing budgeting and financials, HR, purchasing, inventory management, product development, customer service, sanitation and safety compliance, and the development of policies and procedures governing all aspects of the operation.

KEY ACCOUNT MANAGER **4/2001 – 2/2002**
NATIONAL DISTRIBUTING COMPANY Jacksonville, Florida

Developed and maintained a large client base, utilizing industry expertise, strong customer service skills, and the ability to partner with customers to identify needs to grow business and market share through appropriate product selection.

Previous positions include:
Corporate Trainer / Kitchen Manager – Brinker International

EDUCATION & CREDENTIALS

BACHELOR OF SCIENCE **1996 - 2001**
Johnson & Wales University Charleston, South Carolina
Magna Cum Laude • Dean's Honor Roll: 3.76 GPA • Alpha Beta Kappa Honor Society • Who's Who in American Universities & Colleges • Teaching Assistant, 2000 – 2001

ASSOCIATE OF SCIENCE **1996 - 2000**
Johnson & Wales University Charleston, South Carolina
Summa Cum Laude • Dean's Honor Roll: 4.00 GPA • Alpha Beta Kappa Honor Society • Who's Who in American Universities & Colleges • Teaching Assistant, 1999 – 2000

CERTIFICATIONS

- ManageFirst Professional, National Restaurant Association **2016**
- ServSafe, National Restaurant Association **2015**
- Certified Sommelier, Court of Master Sommeliers **2015**
- Schramsberg Sparkling Wine Symposium, St. Helena, CA **2002**
- Oklahoma Beef Quality Summit, Stillwater, OK **2002**
- Beringer Vineyards Train the Trainer Seminar, St. Helena, CA **1988**

AWARDS & HONORS

Top 10 Finisher, South African Sommelier Cup **April 2016**
Instructor of the Month, Platt College **December 2015**
August 2015
June 2015

REFERENCES AND FURTHER DATA PROVIDED UPON ESTABLISHMENT OF MUTUAL INTEREST