

Stephen Villari

Driven and motivated Business Development Manager with 10 years of Culinary Supervisory Experience

Haddonfield, NJ 08077

stephenvillari88@gmail.com

+1 609 781 8557

Willing to relocate: Anywhere

Authorized to work in the US for any employer

Work Experience

Culinary Arts Program Teacher/Director

NJDOC - Trenton, NJ

May 2018 to Present

- Run the day to day operations of The Mates Inn Culinary program at The NJ Department Of Corrections
- Teach students an elaborate curriculum encompassing many facets of Culinary Arts.
- Order food from vendors, report waste, adjust necessary budgetary information as needed, while sustaining positive quality control.
- Produce P&L, work with employees in accounting and auditing to ensure reports are accurate.
- Supervise, educate, and assist students to pass the ServSafe Food Handler & Manager course.
- Plan and direct food preparation and culinary activities including coursework, and hands on teaching of recipes for the program.
- Modify menus or create new ones that meet quality standards.
- Accurately analyze food and labor costs.
- Supervise kitchen staff's activities.
- Arrange for equipment purchases and repairs.
- Recruit and manage kitchen staff: Interview and participate in our comprehensive vetting process for our potential candidates to make sound decisions on who would be viable student-employees to enter the program.
- Coordinate the off premise catering of 150 people three times a week for a local homeless shelter.
- Plan, organize and supervise events
- Ensure compliance with local health codes for the kitchen sanitation and safety

Food Buyer, Account Manager Groceries & Re-Distributors

Foods Galore - Pennsauken, NJ

March 2016 to September 2018

- ERP/WIN FDS software
- Food Star-Software Trained**
- Purchase Order (PO) process
- Confirming present and future price changes
- Credits and Inventory adjustments (damages, variances, etc)
- Attended food trade shows to gain additional training in the food service industry and learn product knowledge
- Purchased food based off of sales growth

- Met with gourmet meat and cheese purveyors in the Philadelphia Metro area, coordinated plans to buy products and implement new products into our catalog.

Replenishment Food Products Buyer/Expeditor

SupplyOne Food Packaging - New York, NY

February 2015 to January 2016

- Analyze inventory by use of the Amtech System with forecasting reports to replenish items that are stocked and low in quantity.
- Order Food containers
- Calculate and adjust Minimum/Maximum levels of targeted category lines such as cleaners, sanitation, janitorial and food service products.
- Issue Purchase Orders to preferred vendors via email, fax or phone.
- Coordinate with the supply chain leaders to ensure that suppliers adhere to the required delivery schedules. Take appropriate actions to maintain on-time deliveries of approved materials
- Contract life-cycle management with preferred vendors
- Develop knowledge of new domestic and international markets in order to find new sources of supply
- Provide market analysis utilizing industry relevant indices and published to key members of organization
- Reduce lead times in assigned commodities
- Develop productive collaborative relationships with the location procurement and management teams
- Develop, implement and continuously optimize strategies for assigned commodities

Senior Account Executive- Refreshment Sales, Sports & Leisure

Aramark - Cherry Hill, NJ

June 2011 to January 2014

- Create detailed business plans to facilitate the attainment of goals and quotas
- Manage the entire sales cycle from finding a client to securing a deal
- Unearth new sales opportunities through networking and turn them into long term partnerships
- Present products to prospective clients
- Provide professional after-sales support to enhance the customers' dedication
- Remain in frequent contact with the clients in your responsibility to understand their needs
- Respond to complaints and resolve issues aiming to customer contentment and the preservation of the company's reputation
- Negotiate agreements and keep records of sales and data

Education

Bachelor's in Business/Sociology/Criminal Justice

King's College - Wilkes-Barre, PA

Skills

- EXCEL (10+ years)
- MICROSOFT WORD (10+ years)
- Organizational Skills
- Teaching

- Marketing
- Time Management
- Management Experience (6 years)
- Food Service
- Nutrition
- Profit & Loss (10+ years)
- Dietary Aide Experience (5 years)
- Kitchen Management Experience
- Culinary Experience
- Budgeting
- Culinary Experience
- Labor cost analysis
- Restaurant management
- Sales support

Certifications and Licenses

NJ DOE- Culinary Arts 4128

NJ Teachers CE- Culinary Arts (4128) CTE Certification

National Restaurant Association

ServSafe Manager

ServSafe Instructor/Proctor Dual Role Certification

Additional Information

Reference Letters Available upon request**

NJ DOE Certified 4128 Culinary Arts**

COMPUTER SKILLS -Microsoft Word, Excel, Power Point and Civil Demand Cases / Affidavit