

# MARIO TANZI

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## SENIOR BUYER

Delivering procurement leadership with professional expertise at the intersection of food, art, and science.

Senior Buyer and Food Procurement Professional with extensive R&D, supply chain, chef, and culinary industry experience. Demonstrates success in data and food science-driven sourcing approach to procurement balanced with a sophisticated executive chef pedigree. Proven record of aligning strategy, systems, and people to streamline and optimize operations. Adept at managing multimillion-dollar budgets and large teams to achieve next-level success. Reputation for selecting the right ingredients at the right price and quality to deliver top-quality, inspired menus. Creates a welcoming and positive work environment to nurture individual development.

- Data Analysis
- Vendor Sourcing/Relations/Management
- Market Research & Analysis
- Contract Management/Negotiation/Pricing
- Purchasing/Inventory Control/Supply Chain
- Account Management/Customer Experience/Satisfaction/Communication
- Business Pipeline/Development/Management
- Create & Maintain Purchasing Policies
- Cost Containment and Reduction
- Staff Leadership and Training/Team Building and Motivation
- Food, Kitchen & Guest Safety
- Quality Control
- Cross-Functional Collaboration
- Accounting and Financial Oversight
- C-Suite Navigation/Presentation
- Culinary Entrepreneur
- Continuous Improvement
- Budget Forecasting/Planning/Implementation

**Technology:** SQL, Confluence, Jira, Bitbucket, ERP, Microsoft Dynamics

### Professional Experience

#### **WONDER/REMARKABLE FOODS INC. • New York, NY/ Cranford, NJ • 2020 to 2022**

*Startup e-commerce venture: A business that's part food truck, part ghost kitchen coupled with a DoorDash and Uber Eats rival. Employs 3,000+ people with \$22M in annual revenue.*

#### **Senior Buyer, R&D/Supply Chain (2021 to 2022)**

#### **Executive Chef, R+D (2020 to 2021)**

Promoted to Senior Buyer and managed a final year budget of \$9M for food ingredients, packaging, etc. Oversaw and collaborated with 48 chefs (16 teams of 3 chefs). Initially recruited as a lead Executive Chef for Research & Design to develop a menu with a team of 5. Sourced ingredients based on quality and price in collaboration with supply chain leaders. Focused on fresh, locally sustainable items by visiting farms. Considered culinary operations including food packaging options and front-of-house preparation requirements along with chef training needs.

- *Oversaw preparation of an average of 1,000 orders per day- cooked at central kitchen, placed in kits, loaded on trucks, and served close to the restaurant. Dishes included Bobby Flay steaks (\$30-\$110) and some cuisine served on china ware.*
- *Reduced costs by 15% in less than 2 years, resulting in \$2M of accumulated savings.*
- *Created a centralized order guide with a streamlined selection of 750 ingredients available to all chefs. Developed automated update functionality within the system by incorporating data inputs and multiple variables.*
- *Established comprehensive procurement processes that effectively reduced 6 work hours down to 20 minutes.*
- *Achieved a 3% rate of new ingredients for new partners vs. an expectation of 10%.*
- *Leveraged food science knowledge to quality test and validate ingredient selections.*
- *Shifted focus to scaling the supply side by deploying 10 trucks per week in New Jersey.*



**RESTAURANT ASSOCIATES (DIVISION OF COMPASS GROUP) • New York, NY • 2012 to 2020***The nation's premier hospitality company, operating over 160 prestigious locations with events and catering.**Employs 280K people with annual revenue of \$20.1B.***Executive Chef (2014 to 2020)****Sous Chef/Back of House Manager (2012 to 2014)**

Led food operations for several Fortune 500 companies as Executive Chef, including A+E Networks from 2014 to 2020, Interim Executive Chef for Capital One in 2014, and AIG from 2012 to 2013. Provided operational leadership through budgeting/accounting oversight, staffing management, contract management, inventory control, and preparing first-class meals. Started as a Sous Chef and Back of House Manager for Viacom from 2013 to 2014, overseeing cooks and managing daily production. Spearheaded catering, conference dining, executive dining room, food ordering, and packaging.

- *Repaired the A+E account relationship and managed 2 others serving between 900-1200 people a day in café, conference dining, and specialty dining outlets.*
- *Drove \$4M in sales with A+E Networks by 2015, creating unique menus incorporating high-end French technique. Delivered \$450K in profits and reduced operating costs by 8% in the same year.*
- *Developed the first-ever playbook for smaller accounts like A+E. Identified and documented the optimal structure, systems, and settings for the client relationship. Received VP and culinary review support. Eliminated guesswork in food programs.*
- *Managed a \$4M budget across 4 locations for Viacom. Enhanced the quality of food, redeveloped the menu, and streamlined operations.*
- *Supervised 3 managers and 15 staff at two venues for Capital One as Interim Executive Chef.*
- *Overhauled kitchen operations in cooperation with AIG's General Manager and achieved a 100% NYC A Grade on all NYC DOH inspections.*

**IN-A-PINCH CATERING • New York, NY • 2010 to 2012****Owner/Private Chef**

Founded and built a diversified catering business specializing in 600+ person large events and concierge service for individual clients. Developed menus/recipes, coordinated vendor agreements, and provided high-end client service. Chose ingredients based on quality, seasonal availability, and dietary restrictions.

- *Created innovative and bespoke menus/dishes for a world-renowned recording artist.*

**IL POSTO • Brooklyn, NY • 2006 to 2010****Executive Chef and Consultant**

Promoted to Executive Chef and participated directly in the expansion of an Italian-American restaurant in Brooklyn. Directed daily food operations ensuring exceptional quality of ingredients and final products.

- *Improved restaurant profitability by increasing revenue and reducing food costs.*

**Previous Roles:** **Procurement Manager** – NY Methodist Hospital, **Purchasing Manager** – Embassy Suites Hotel, **Culinary Consultant** – Silent Partner Catering

**Education****CULINARY INSTITUTE OF AMERICA • Associate of Culinary Arts****NYC COLLEGE OF TECHNOLOGY • Bachelor of Arts in Hospitality Management****Certifications****NYC Food Handler's Permit****ServSafe Certified**