

Christopher Villard

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RESTAURANT | CATERING | PROFESSIONAL

Over 30+ years of experience as an accomplished catering and restaurant management professional with experience in presenting and delivering revenue generating solutions and services to all managed businesses.

SKILLS & COMPETENCIES

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|----------------------------|----------------------------------|------------------------|
| ❖ Relationship Development | ❖ Operations Oversight | ❖ Business Development |
| ❖ Catering Operations | ❖ Cross-functional Collaboration | ❖ Budgeting |
| ❖ Dynamic Leadership | ❖ Communications | ❖ Strategic Planning |
| ❖ Long-range goal setting | ❖ Client Relations | ❖ Revenue Generation |
| ❖ Solutions Advice | ❖ Food Safety | ❖ Staff Training |
| ❖ Cost Reduction | ❖ Business Forecasting | ❖ Contract Negotiation |
| | | ❖ Process Improvement |

PROFESSIONAL EXPERIENCE

CHIEF OPERATING OFFICER

April 2018 – Present

DUPAR & CO | Redmond, Washington

- Managed a team of 12 direct reports, including Sales Director, Marketing Director, Restaurant Director, Director of Operations, and Executive Chef
- Facilitated and guided all branding, marketing, strategic planning, fiscal administration, purchasing, hiring, training and development, human resources, incentive programs, menu design, logistics, and operational standards
- Developed Sales and Marketing Strategies to increase sales
- In first six months was able to turn the company that was on pace to lose money for 4th year, to breakeven
- 2018 Sales \$6.1million profit break even
- 2019 \$12.5million profit of 10%

DIRECTOR OF OPERATIONS |

August 2011- March 2017

DUVAL EVENTS | Charleston, South Carolina

- Oversaw All food and beverage for company including, College Cafes, Cafes, Catering, Performance Halls, Concession operations, and Venues.
- Increased Profitability by 6%
- Took café operations, with losses of \$200k plus a year and created over \$300 plus profit in under a year

PREVIOUS EMPLOYMENT

- Managing Partner – Longhorn Steakhouse
Charleston, South Carolina | April 2009 – June 2011
- Kitchen Manager – Longhorn Steakhouse
Fort Lauderdale, Florida | June 2006– April 2009
- General Manager – Dan Marion’s Town Tavern
Coral Springs, Florida | 2001-2006