

Blake Sanborn

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OBJECTIVE

To obtain a position in a results oriented company that seeks an ambitious and career conscious person, where acquired skills and education will be utilized toward continued growth and advancement.

ACCOMPLISHMENTS

- Attended Baker College to help put more direction into a career goal and to open more opportunities for the future.
- Gained business sense and a strong technological background developed through everyday experience.

QUALIFICATIONS

- Highly effective in problem solving, negotiation and analysis.
- Unequaled customer service and client relationship skills.
- Ability to coordinate multiple projects: Can shift to cover a multitude of positions as needed

SKILLS

- Enjoys working with cutting edge technology.
- Acute awareness of surroundings: Extremely observant of people, details, and always finds a way to relate to every customer.
- Strong negotiating skills: persuasive, persistent, and resolute.

EXPERIENCE

Applebee's/Team ShoStak, Grand Rapids, MI General Manager 2015-Current

Serve as the leader of the restaurant management team to responsibly care for daily restaurant operations. HR responsibilities, recruiting, new hire onboarding, P&L analysis, budgeting, long and short term planning, marketing, Employee and guest relations. At the end of the day my responsibility is to run a profitable business.

Applebee's/Team ShoStak, Grand Rapids, MI Kitchen Manager

Managing food cost in a training restaurant and maintaining high standards so we can instill the same Core values that were instilled in me during my training.

**Applebee's/Team ShoStak, Grand Rapids, MI
Service Manager 2014-2015**

I Have never worked for a company that truly lived and breathed their core values like Team ShoStak, not to mention working for Applebee's. The training I received was second to none and the passion in the leadership is incredible.

**Cheddar's Casual Cafe, Lansing, MI
Operations manager 2013-2014**

I learned how to execute a 90% scratch kitchen and the pro's and con's to doing so. Cheddars was an incredible example of handling growth the right way. They grew by leaps and bounds in 2008-2014 when others were closing down.

**Joe's Crab Shack/Ignite restaurant group, Houston, TX
General manager 2010-2013**

Establishing effective working relationships while learning and growing in the Joe's experience. In these relationships I worked closely with buyers at the corporate office testing products from different vendors and filling out vendor report cards to help in purchasing decisions to roll these products out to all 133 units. As the GM I am responsible for all aspects of the business.

**Joe's Crab Shack/Ignite restaurant group, Houston, TX
Assistant General manager 2009-2010**

As the AGM I had some very unique opportunities with the company like a new restaurant opening on Galveston island, TX and testing and initiating new marketing strategies as well as assisting with rolling them out company wide.

**Joe's Crab Shack/Ignite restaurant group, Houston, TX
Front of house manager 2008-2009**

As the FOH manager I was responsible for all front of house employees staffing and training. I started a happy hour initiative and raised our LBW 4 percent. The thing I learned the most from was our transition from being a privately held company to being a publicly traded company and the IPO. We went from near bankruptcy to opening as many as 6 new restaurants a year, this experience was priceless.

**Monarch Powder Coating, Muskegon, MI
Floor Manager, Sales, 2006-2008**

Fast-paced customer service environment. I gained the ability to effectively handle both client contact and project coordination with other disciplines included. I was really able to apply the unpredictability in the restaurant business here to help make me successful.

Laboratory equipment manufacturers

Assembly manager, 2004-2006

I worked start to finish on all aspects of the manufacturing process. I learned to manage the many moving parts that go into assembling a final product in manufacturing and the many roadblocks that can come into play.

Porto Bello, Grand Haven, MI

Lead server, supervisor, Catering manager, 2004-2007

I learned to manage multiple job titles in a high volume tourist location as well as the off season.