

# Glen Mederos

## **Consistency Creates Credibility**

Fort Collins, CO 80524

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I have excelled through my professional career through dedication, hard work and high standards for myself. I am focused at any task at hand and open to feedback to execute the best possible result to be obtained. I believe being a leader is more effective than being the boss. So my approach to management is working with a team rather than telling a team how to accomplish goals for success.

Authorized to work in the US for any employer

## Work Experience

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### **Guest Experience Manager**

Cava - Fort Collins, CO

October 2021 to December 2021

- Customer Service, Food Service, Food Prep, Grill and line execution

### **General Manager**

Fish's Liquormart - Fort Collins, CO

August 2019 to October 2021

Customer service, purchasing, cost control over, budgeting, invoicing, POS, Quickbooks, stocking, merchandising.

### **Shift Manager**

Liquor Services Inc- Bullfrog and Mulberry Max - Fort Collins, CO

December 2018 to August 2019

- Shift lead delegating tasks to employees to provide a great guest experience
- Training staff on beer wine and spirits
- Merchandising, receiving, Stocking, Setting Displays

### **Catering Assistant**

Northern Colorado Catering - Fort Collins, CO

August 2018 to December 2018

- Pulled equipment, set up, and execute catering events. Focus on bartending.

### **Corporate Beverage Manager**

Talk of the town - Orlando, FL

March 2012 to March 2018

Managed 10 bars for a restaurant group. Purchasing, cost control. Training, drink development, facility audits, sales reporting,

### **General Manager**

Vines Wine and Spirits - Orlando, FL

March 2010 to February 2012

- General Manager for an independent Wine and Liquor store, responsible for budgeting, sales, marketing, and administrative duties. Generating \$1.3 million in sales in 2011.

### **Operating Partner**

Wine Warehouse - Orlando, FL

July 2000 to March 2010

- Operating partner for Winter Park location of a chain of wine stores from January 2003 to March of 2010 generating sales exceeding \$1.5 million with over 1000 SKUs
- Created a 300% increase in sales within the first 4 years in wine, cheese, beer, and specialty foods while maintaining a 30% GP and increasing sales from \$585 thousand to over \$1.5 million.
- Created and managed a database of 3000 customers through Constant Contact® by creating original written content resulting in a 29% open rate: among the highest in the chain..
- Created and maintained relationships with suppliers, distributors, and winery principles.

## Education

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### **Bachelor's in Sociology**

University of Florida - Gainesville, FL

June 1998 to July 2000

## Skills

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- Management (10+ years)
- Shift Supervisor
- Crew Member
- Shift Lead
- Food Service
- Problem-solving
- Reliability
- Profit & Loss
- Budgeting
- Inventory Control
- Team Work
- Flexibility
- Microsoft Excel
- Restaurant experience
- Microsoft Word
- Payroll
- Merchandising
- QuickBooks
- Sales Management

- Purchasing
- P&L Management
- Leadership
- Operations Management
- Bartending
- Training & Development

## Languages

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- Spanish - Fluent

## Links

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<https://www.linkedin.com/in/glen-mederos-2135998a/>

## Certifications and Licenses

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### **Certified Specialist of Wine**

April 2012 to Present

### **Sommelier**

March 2011 to Present

### **Academy of Spirits and Mixology**

June 2015 to Present

Accreditation earned through Southern Wine and Spirits Florida taught by Master Mixologist Armando Rosorio

## Assessments

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### **Bartending — Proficient**

October 2021

Understanding, pouring, and mixing drink orders

Full results: [Proficient](#)

### **Restaurant manager — Highly Proficient**

December 2021

Managing restaurant staff and meeting customer expectations

Full results: [Highly Proficient](#)

### **Sales skills — Proficient**

January 2022

Influencing and negotiating with customers

Full results: [Proficient](#)

Indeed Assessments provides skills tests that are not indicative of a license or certification, or continued development in any professional field.