

DANIEL GAUTHIER

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French – English – Spanish

FIELD OF EXPERTISE

- **Management and administration**

More than 15 years of experience

Studied at Chef School Culinary Management – George Brown College Toronto and at l'École des Hautes Études Commerciales in Montreal.

Several years of experience in the Hotel & Restaurant industry representative

Trained several people in the hotel, bar and restaurants industry

Collaboration with executive management

Planning, organisation, direction and control.

Achievement : *Banquets planning and production for 500 people*

Crisis management and improvement in a syndicated working environment.

- **Marketing and sales**

Four years of experience in marketing and over ten in sales

Preparation of a marketing plan to sell wedding menus

Conceived several publicity campaigns

Published many articles in specialized magazines

Achievement : *Significant increase in sales by implementing of a vast « scratch and win » contest*

SPECIFIC KNOWLEDGE

Hotel and Restaurants

I acquired most of my management knowledge by gaining trust from the staff who worked under my supervision. Being involved in convention planning, menu design and sales, I am familiar with inventory procedures, food cost analysis and effective employee scheduling.

Management and marketing administration

Management: Managed and directed personnel (10 to 60), trained sales representatives, recruited human resources. Prepared several sales reports and had to thank difficult cases.

Administration : Managed a 350K annual budget; Took care of supplier and payable accounts and calculated break even points profitability. I acted as an intermediary for sales representatives at a national scale.

Promotion and public relations : Managed sales contest campaigns. Took care of radio and print advertisement. Represented the companies I worked for at trade shows, commerce boards and conventions.

Representation and clientèle service

SME: Telephone solicitation and sales

Acted as an intermediary for Fortune 500 accounts

Corporate account maintenance

Hotel management: Front line for desk inquiry, concierge and doorman duties

Retail sales: Senior level representative, reached quotas, accounting and merchandising

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JOB CRONOLOGY

Café bistro Van-Houtte (Plateau Mont-Royal) <i>Manager</i>	2002 to February and Oct. 2004 to date
Café-Dépôt (Couche-Tard) <i>Manager</i>	February to October 2004
Management service in electronic commerce <i>The Sand Box, Kingston (Ontario,)Le Point d'Exposition Brut, Montreal</i>	2000-2002
Sales and marketing service in the computer industry	2000-2001
Marketing <i>Bosal Canada Inc., Kingston (Ontario)</i>	1995-1999
Desk Manager and convention supervisor <i>Hôtel Mario, Valencia., Vénézuéla</i>	1994-1995
Sub-distributor – Incorporated with a 15K bond letter of credit <i>Journal de Montréal, Messageries Dynamiques, Quebecor, Montréal</i>	1988-1993
Sales manager <i>Sprint Courier Inc., Ottawa (Ontario)</i>	1986-1988
Sales representative and assistant manager <i>Blacks Camping International, Montreal and Ottawa</i>	1977-1980

EDUCATION

Hospitality and Tourism program – Chef management program <i>George Brown College, Toronto (Ontario)</i>	1986-1988
Marketing and administration <i>École des Hautes Études Commerciales, Montreal</i>	1989-1990
Systems analysis and computer programmer <i>St-Lawrence College, Kingston (Ontario)</i>	1999-2000

PROFESSIONNAL ACTIVITIES

<i>Kingston Linux User Group</i>	1998-...
<i>Pan-Canadian Science Fair, Organizing committee</i>	Summer 2001
<i>Canada (CIPS)</i>	1999-2000
<i>Kingston Pic Press-Reporter</i>	1999-2000
<i>École des Hautes Études Commerciales graduate network</i>	1992 and 1997