

Kevin Millane
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EDUCATION

UC DAVIS, **Viticulture Certificate (2023)**
UNIVERSITY AT BUFFALO, THE STATE UNIVERSITY OF NEW YORK
Bachelor of Science in Business Administration, May 1st, 2019
Sigma Tau Gamma National Honor Society

Marketing Concentration, GPA: 3.4/4.0

RELEVANT SKILLS

- **Statistics:** Transformed data for analytics and managerial decision-making; identified strengths of independent variables on dependent variables; performed hypothesis testing and created charts for visual representations.
- **Microsoft Office:** Highly proficient using (Excel, PowerPoint, Word); basic skills in Access
- **Marketing:** Ai (Adobe Premier Pro) Python, Tablet Repair, Menu Creation, Spanish, Social Media: Facebook / Instagram advertisement. Mapping the idea stage through a business plan including creation of a mission statement, target market, Industry analysis, price strategy / variable pricing over time and within seasons, branding, sales channels, production/packaging/shipping costs, promotion, and long-term plan.
- **Finance:** Worked with a series of mathematical ratios to assess stockholders value and accuracy of current projections.

EMPLOYMENT EXPERIENCE

Takumi Cuisine

Decatur, GA

GENERAL MANAGER (10/19/2024 -3/12/2025)

- Reservations averaged 25 a day weekdays and 120 on weekends in our 14 table tablet's reservation system.
- Managed 3 servers one head chef 2 sushi chef and a kitchen of two, achieving daily sales above 2,000\$
- Used past reservations phone numbers to promote our new Japanese sourced omakase experience that was 10 courses. training the staff on the exotic seafood.
- Worked with the chef to provide what is freshest for the omakase experience and also prepare unique a la carte dishes.

Wine World

Buffalo, NY

MARKETING MANAGER (1/21/2024 -10/1/2024)

- Created events such as the bourbonpalusa and seasonal wine tasting, participating with hotels and sales reps and setting up multiple tables to show off bottles and lead events.
- Created original media for facebook advertising events and barrel picks tracking statistics of who is a follower and who is liking our content.
- Recommended the highest quality wine bottles giving guests a unique satisfaction that created repeat guests to buy and recommend our store.
- Kept google reviews above 4.9 stars.

Classical Events

Buffalo, NY

BANQUET MANAGER (1/19/2024- 8/1/1024)

- Managed multiple locations and rooms at the same time, assigned tasks to streamline 200+ guests to be served.
- Made adjustments immediately to complement the tone of the event, while meeting with the point of contact as the set up begins to be used.
- The average banquet had guests of 50, a layed out floor plan with 8 tables for guests and 5 tables for the events.
- The average event was 1,300\$ in charge of 2 servers and kitchen of 2.

Wind Japanese and Thai

Buffalo, NY

ASSISTANT GENERAL MANAGER (12/1/2022 -1/12/2024)

- Reported the daily revenue, on average \$10,000, the labor of the kitchen and service staff, as a percentage and number, and made a spreadsheet of server tips by hour. Separated the promos and voids, streams of income, and all credit cards, by company, and pos numbers, using accounting programs to balance the books.
- Had weekday reservations of 60 and weekend reservations of 220 assigned in our 44 table reservation system.
- Trained front of the house using servant leadership and checked out the daily tasks of both front and back of house.
- Used the 7 shifts app to approve hours, write reports about the tables, and compare sales with projections.
- Managed 25 plus employees, 7 servers, 5 sushi chefs, and 2 cooks on wok, one on grill and one on frier, with a head chef.

The Melting Pot

Buffalo, NY

Server (08/01/2019-08/05/2022)

ACTIVITIES

Mixed Martial Arts, 2001-2016, Acting Studio 716, 2018-2024