**Alaaeldin A. Swelam**

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***Objective:*** A challenging executive position that enables me to use my food and beverage skills and abilities, as well as my management skills obtained from my diverse background.

***Qualifications:***

· Strong ability to communicate within a diverse work force including interacting with different nationalities and cultures.

· Motivated and a team player.

· Works well under pressure with strong organizational skills.

· Positive attitude with strong leadership abilities.

· Ability to work with little or no supervision.

***Education:***

· 9/1999 *Hospitality Degree, Professional Career Institute*,

Georgia, USA (4 Years)

· 11/1995 *HIM Hotel Institute Montreux Switzerland Diploma*

*hotel and restaurant* Management (3 Years).

· 8/1996 *Marriott Hotel Hospitality Training*, Graduated with

Honors.

· 7/1983 *BA in Business Management*, College of Commerce.

(4 Years).

***Employment:***

***2/07- To 01/01/2018 Director of Operations Charge F&B , Crowen Plaza Hotels , Fairfield , NJ***

•Lead all operational managers to success on daily, weekly, monthly and annual action plans related to property strategic plan.
Develop and manage execution of Rooms/Food and Beverage/ Engineering division budgets and revenue forecasts. Develop and implement controls for expense management. Ensure staff is utilizing labor management tools to schedule and control labor costs. , resolve problems, Guest Satisfaction Scores and Quality Assurance scores.

 As a Director of Operations. Assist the General Manager with the overall responsibility of the operation for the entire hotel including profitability, guest service, product quality, overall cleanliness and maintenance of hotel property, monitor the property P&L; provide detailed explanations for P&L and forecast variances.

· Responsible for all food and beverage operations, which consisted of a 125 seat restaurant serving breakfast, lunch, and dinner; banquet and meetings encumbering 30,000SF; room service for this 375 room hotel; club lounge for VIP guests, a lobby bar and a nightclub having a capacity of 200 people. Total F&B volume was $9 million.

· F&B employees of 125 with 7 direct reports.

· Reported directly to General Manager and member of the Executive Committee.

· Reduced food cost in restaurant from 32% to 27%, beverage cost from 36% to 24% by implementing control procedures that focused on purchasing policies and procedures, storage and issuing, and preparation forecasts.

***6/05 to 01/07 F&B Manager , Hyatt Hotel Philadelphia , PA***

*Responsible for all Food and Beverage Operations , Included ( Restaurant, Room Service , Banquet , Bar, Club Lounge, Coffee Shoppe , Night Club )*

· Provided food and beverage training and consultation to newly built or converted franchised properties.

· Emphasis placed on brand awareness and integrity. This involved adherence to corporate specifications, policies and procedures.

· Reported directly to the Director of Conversions.

· As the Food and Beverage Manager I am responsible for overseeing the entire food and beverage operation, which encompasses banquets, restaurant; bar and room service; establishing and maintaining quality product and service standards while maximizing profits; forecasting and budgeting; selecting, training and developing employees. must demonstrate an ability to create an environment that promotes the success of your staff and that exceeds the expectations of

All the guests. able to demonstrate past success in ensuring the proper preparation and service of food and beverages to the satisfaction of guest, hotel, health, and safety standards.

***8/01-5/05 F&B Manager, Sheraton La Guarida East Hotel New York . NY***

· Provided food and beverage training and consultation to newly built or converted franchised properties.

· Emphasis placed on brand awareness and integrity. This involved adherence to corporate specifications, policies and procedures.

· Reported directly to GM .

· Responsible for the annual budgets, operating expenses

· Developed services and procedures that were implemented for the 13 resorts world wide.

· Supervise co-analyzed Incision workers, kitchen preparation and clean-up. Banquet Staff in Servicing all the Banquet Activities

· Responsible for overseeing all convention service setups and meeting rooms.

· Exceeded corporate goals in Guest Satisfaction, Employee Satisfaction and Convention Services Index survey conducted by JP Power.

***7/97-9/01 F&B Manager, Marriott Hotel Nashville, TN***

· Responsible for supervising operations of food and beverage outlets consisting of restaurant, room service, lobby bar, club lounge, private dining room, and hospitality suites. Total F&B revenue was $25 million.

· Responsibilities included overseeing major banquet and catering functions.

· Reported directly to Food and Beverage Director.

· Supervision of 110 union employees and 5 direct reports.

· New payroll budgeting, forecasting, and monitoring methods resulted with an increase in EBITA of 20% over 3 quarters.

· Created forecasting methods and analytical spreadsheets designed to monitor productivity with revenue projections.

· Implemented new marketing and advertising campaigns and increased restaurant and room service revenues by 15% in consecutive quarters.

· Participated in the decision process for the creation of new food and wine menus.

· Created new policies and procedures in the control process resulting in 20% decrease in food costs over a 2 year period. Procedures included vendor evaluations, cost comparisons, purchasing and storage specifications, health and safety specifications.

· Class Instructor for a course "Food and Beverage Control" sponsored by the Massachusetts Lodging Assoc. whose affiliation is with the AH&LA.

***Licenses and Certificates:***

· Star Manager of the 2nd Quarter 2002 Sheraton Rittenhouse Square.

· Team Player Award of Nashville Airport Marriott (3 times)

· Associate of the Month Nashville Airport Marriott (July 2000 and May 1999).

· Employee of the Month recognition of Opryland Hotel, Nashville (1998).

· Certificate of Serve Safe Food protection Manager (July 2000).

· Certificate of the Best Beverage Manager and Quality Service for

 directing the banquet.

***PESRONAL INFORMATION:***

· Nationality - American Citizen

· Marital Status - Married

· Language Skills - English, Arabic, (fluent) and Spanish (fair)