

Eamonn Fleming

Dublin, Ireland

W: <http://www.worky.com/eamonn-fleming>

Eamonn is seeking full time employment or consultancy role in the hospitality sector.

I have 18 years management experience in the hospitality business gained in hotels, bars, restaurants and running my own coffee shop business.

My key expertise are implementing commercial efficiencies, identifying additional revenue streams and project managing all stages of new business ventures.

Professional Experience

2000 - 2009 **Thomas Read Group - Commercial Manager (Purchasing & Business Development)**

Professional Accomplishments with Thomas Read Group

Business Development

- Production and presentation of tender documents for bar and catering opportunities in Croke Park, Cork Airport and Dublin Airport. In September 2008 the TRG successfully won the contract to build and operate the new Bar, Restaurant and Garden Terrace in the terminal 1 extension in Dublin Airport.
- Designed and launched the Thomas Read Coffee Company throughout the TRG. An opportunity to compete with other retailers in Dublin Airport and on the high street in the city was identified and realised with remarkable success. Sales of coffee and related products increased by 120% in the first 12 months translating to over €1m in extra revenue.
- Introduced 2 Bagel Factory franchises to Dublin Airport. After researching and selecting a suitable business to fulfil catering opportunities in Dublin Airport, the 2 Bagel Factory units proved to be a popular success with an annual turnover of €2.2m.
- Project management of new building projects and openings. Responsibilities included planning, execution, and cost control on new projects such as Floridita, the Lincoln Inn and the Cu Bar in Dublin airport.
- Organisation of outdoor/off site events including bar facilities for Dublin Dockland events, Griffith College and the RHA gallery.

Procurement

- Introduced a total package of controls to inform management of spending by category in a timely and coherent manner. Total spending power was in the region of €15M per annum.
- Year 1 savings in Beverage €160K (3%), Food €70K (11%) & peripheral products of €74K (10%) through new systems of supplier management & selection.
- Year 2 savings of €75K through reduced service charges.
- Formed a purchasing Group called "Buy-Inn" which combined the purchasing power of over 50 businesses resulting in total savings of €350K in one year for all involved.

Key Skills Business Development, Catering, Cost Control, Project Management, Purchasing, Supplier Management

1999 - 2000 **Cater Control Stock-Taking Service - Stock-Taker and consultant**

Production of variance & GP reports for clients, assistance in better stock control and management.

Key Skills Reports

1997 - 1999 **Sheldon Park Hotel - Food & Beverage Manager**

Overseeing of all food & beverage operations, including customer service and satisfaction, cash and stock control, rostering and management of costs.

Key Skills Customer Service, Customer Service

1996 - 1997 **Sambo's Sandwich & Coffee Shop - Owner/Proprietor**

Opening and operation of a dedicated sandwich bar, producing good quality products using specially sourced breads/fillings for retail or delivery.

Key Skills Dedicated, retail

1994 - 1996 **Lawlors of Naas - Bar & Restaurant Manager**

Full responsibility for all operational tasks and day to day management of premises.

1991 - 1994 **Quinn Group of Hotels - Various Managerial Roles**

Various supervisory & managerial posts in Slieve Russell Hotel, Hotel Kilmore, and Ambassador Hotel with responsibility for restaurant and banqueting functions.

Key Skills Banqueting

Education and Qualifications

2009 **currently studying - Advanced Certificate in Management (FETAC Level 6)**
Fas Loughlinstown

2009 **Certificate - Fundamentals of Project Management**
Fas Loughlinstown

2003 **Certificate - Institute of Accountiing Technicians of Ireland**
Dublin Business School

1991 **Diploma - Diploma in Hotel & Catering Management**
Athlone RTC
