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## Joseph A. Napolitano

### Professional experience

1999 – Present      The Hyatt Regency Greenwich      Greenwich, Connecticut  
**Executive Sous Chef**

- Responsible for all kitchen operations including banquets restaurant, and room service of a 19 million dollar per year food and beverage organization.
- Under my direction in the past year, the hotel received awards including, "Best Hotel Dining in Fairfield County, CT" and runner up "Best Hotel Dining in the State of CT."

1998 – 1999      The Westchester Country Club      Rye, New York  
**Chef de Cuisine**

- Accountable for all kitchen operations of The Hardwood Room and The Sportshouse Grill, including breakfast, lunch, and dinner.
- After one fiscal year of operation, the total food sales increased 25% and 6% over projected budget from previous year.

1997 – 1998      The Breakers Hotel and Resort      Palm Beach, Florida  
**Chef de Cuisine, Garde Manger**

- Responsible for all operations of the Garde Manger kitchen which include food inventory, food costs, and development of menu items and special promotions.
- Managed, trained and scheduled a twenty-five person culinary team on a daily basis.

1997- 1998      The Waldorf=Astoria      New York, New York  
**Sous Chef**

- Managed kitchen operations of The Banquet Department that consisted of food ordering, food costs, and the creation of menu items, special hotel promotions, and Sunday brunch.
- Supervised and scheduled twenty culinary personal on a daily basis.

1996 – 1997      The Waldorf=Astoria      New York, New York  
**Saucier**

- Responsible for the sauté and sauce stations in The Peacock Alley Restaurant that was brilliantly conducted by Chef Laurent Manrique.

1994 – 1996      The Waldorf=Astoria      New York, New York

**Sous Chef**

- Accountable for kitchen operations of Oscar's Restaurant, including supervision of all food stations, food costs, inventory, and expansion of specialty menu items and restaurant promotions.

1993 – 1994      The Plaza Hotel      New York, New York

**Garde Manger**

- Managed the cold food preparations, which accounted for the salads, appetizers, pates, and the terrenes, at The Edwardian Room.

1993 – 1994      Sandomenico Restaurant      New York, New York

**Poissonier**

- Responsible for all areas of fish station including butchering and accompanying sauces.

**Education**

1992 – 1994      The Culinary Institute of America      Hyde Park, New York

**A.O.S. Culinary Arts**

1984 – 1986      Pace University      Pleasantville, New York

**Finance Major**

**Certifications**

Certified in Food and Environmental Sanitation, State of New York.

**Awards received**

- Award of Outstanding Performance, The Culinary Institute of America.
- Award of Outstanding Attendance, The Culinary Institute of America.
- Deans List, The Culinary Institute of America.

**References**

Furnished upon request.



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# JOSEPH A. NAPOLITANO

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3 Legendary Circle

Rye Brook, NY 10573

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## EXECUTIVE CHEF

Hotel / Corporate Dining / Country Club

**DYNAMIC MANAGEMENT PROFESSIONAL** with more than 10 years' professional cooking and kitchen management experience. Demonstrated expertise in customer support, sales, marketing, and key account management. Combine strong analysis, planning, organization and consensus building qualifications with effective presentation and negotiation skills. Consistently successful in conceptualizing, developing, and orchestrating initiatives to support business growth and profit gains.

Expert qualifications in identifying and *capturing market opportunities* to *accelerate expansion*, *increase revenues*, and *improve profit contributions*. Top rated professional with exceptional culinary skills and effective business acumen. Graduate of the Culinary Institute of America.

Qualified to work in organizations that will benefit from expertise in:

- |                                      |  |
|--------------------------------------|--|
| ◆ Operations Management              | ◆ New Business Development                         |
| ◆ Strategic Planning                 | ◆ Inventory Control                                |
| ◆ Project Management                 | ◆ Purchasing & Receiving                           |
| ◆ Resource Optimization              | ◆ Management Development                           |
| ◆ Cost Controls Management           | ◆ Profit Improvement                               |
| ◆ Creative Recipe and Menu Planning  | ◆ Work Flow Optimization                           |
| ◆ Quality & Productivity Improvement | ◆ Excellent Mastery of Classic Culinary Techniques |

*Delivered strong and sustainable revenue and profit gains  
Within highly competitive markets.*

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### PERFORMANCE PROFILE

- ◆ **Organized, take-charge culinary management professional** with exceptional follow-through abilities and detail orientation; able to oversee projects from concept to successful conclusion. Able to efficiently and effectively prioritize a broad range of responsibilities to consistently meet tight deadlines.
- ◆ Recognized as a resource person, problem solver, troubleshooter *and creative turn-around manager*.
- ◆ Strong track record in *transitioning weak operations* into *peak performers*.
- ◆ **Highly articulate**, effective communicator, *experienced presenter*, *excellent platform skills*.
- ◆ Demonstrated success in *surpassing productivity* and *performance objectives*.
- ◆ Proven ability to resolve problems swiftly and independently.
- ◆ Highly adept at descriptive selling related to menu development.
- ◆ Possess strong interpersonal skills; able to work effectively with individuals on all levels.
- ◆ Demonstrated ability to *provide vision* and then *translate that vision into productive action*.

### VALUE OFFERED

- ☑ **OPTIMIZE PERFORMANCE:** Consistently produced financial results to transition marginal operations into *high-profit performers*.
- ☑ **PERFORMANCE TRAINING:** Recognized for imparting expertise to colleagues, thereby enhancing their ability to improve bottom line profitability.
- ☑ **CREATE OUTSTANDING MENUS:** Achieved reputation for creating menus that attract and capture significant customer growth.



**PROFESSIONAL  
EXPERIENCE**June 1999 –  
Present**HYATT REGENCY, Greenwich, CT****Executive Sous Chef**

- ◆ Hired as Banquet Chef and *promoted to specially created position* of Executive Sous Chef after only six months.
- ◆ Manage team of 50 cooks. Direct operations for three-meal restaurant, banquet, 24-hour room service, Gazebo Bar Restaurant, Team Member Cafeteria, and Regency Club.
- ◆ Develop effective rapport with diverse clientele to ensure success of banquet functions.
- ◆ Liaise and cooperate effectively with other departments to maximize operational effectiveness.
- ◆ *Elevated level of food presentations through utilization of unique and exotic ingredients to enhance culinary appeal.*
- ◆ Directed operations for an hotel *record-breaking plated dinner* for 1400 guests, event raised over \$3 million.
- ◆ *Drastically slashed food costs* from 30% to 24% through better utilization of food product, more effective ordering procedures, strategic vendor negotiations and sourcing. Implemented organizational system for perishable goods.
- ◆ Maintained labor cost of 4.4% (down from 6.7%) through better scheduling to *decrease overtime expenses* and boosting worker productivity. Strategically positioned specific staff in most productive roles.
- ◆ *Innovated staff training* to improve palette and cooking techniques, *instilling a "passion for fine cuisine."*
- ◆ Held overall management responsibility throughout transition between three executive chefs. Directed entire operation during interim periods. Enhanced total quality operation in spite of multiple changes in management.

**Selected Achievements:**

- ✧ *Instrumental* in Hyatt's receiving a *perfect Gallop score for food presentation*; the *first time-ever* in hotel's history.
- ✧ Played *major role* in hotel receiving "*Best Hotel Dining in Fairfield County Award 1999*," runner-up for "*Best Hotel Dining in Connecticut 1999*," "*Best Hotel Dining in Connecticut 2000*," and "*Best Sunday Brunch in Connecticut 2000*".
- ✧ Winner of *Manager-of-the-Year 2000*.
- ✧ Winner of *Manager-of-the-Quarter* (twice nominated in 2000).
- ✧ Received numerous commendations from executive committees of local philanthropic organizations for delivering exceptional functions.

June 1998 –  
June 1999**THE WESTCHESTER COUNTRY CLUB, Rye, NY****Chef de Cuisine: Hardwood Room and Sportshouse Grill**

- ◆ Directed entire kitchen operations for two dining rooms serving breakfast, lunch, and dinner six days a week in season.
- ◆ Delivered a la carte Food and Beverage *revenue of more than \$1.5 million*.

**Selected Achievements:**

- ✧ Oversaw fine dining for the "PROs" attending the Buick Classic Golf Tournament.
- ✧ *Grew total food sales 25%* from previous year, 6% over projected budget. This surplus accounted for more than \$93k in revenue without an increase in membership.

June 1997 –  
June 1998**THE BREAKERS HOTEL AND RESORT, Palm Beach, FL****Chef De Cuisine / Garde Manger**

- ◆ Managed and trained culinary team of 25 cooks.
- ◆ Developed creative menu items and special promotions.
- ◆ Supervised Room Service, News and Gourmet Shop and Afternoon Tea.
- ◆ Delivered banquet sales of \$22 million.

**Selected Achievements:**

- ✧ Recognized for being instrumental in achieving *five star / five diamond* rating.
- ✧ Specially selected to host banquets for *Chaine de Rotisserie*.
- ✧ Directed all operations for plated dinner serving 2,000 NACDS guests.



May 1994 –  
June 1997

**THE WALDORF ASTORIA HOTEL**, New York, NY

*Fast-track series of promotions leading to positions of increasing responsibility and contributions.*

**Sous Chef: Banquet Department**

January 1997 – October 1997

- ◆ Directed all kitchen banquet operations delivering annual *revenues exceeding \$24 million* for *five diamond* rated establishment.
- ◆ Oversaw all business related functions including vendor sourcing and negotiation, and inventory control.
- ◆ Managed culinary team of 20.
- ◆ Scheduled all staff and successfully handled union issues.

**Achievement:**

- ✧ *Delivered significant revenue growth through stylized development of menu items, special promotions and the Sunday Brunch.*

**Saucier: Peacock Alley Restaurant**

January 1996 – January 1997

- ◆ Serving under *renowned Chef Laurent Manrique*, prepared all sautéed items and their sauces at the most exclusive French restaurant in the Waldorf Astoria.
- ◆ The saucier is the most demanding and responsible position in the kitchen.

**Sous Chef: Oscar's Restaurant**

May 1994 – January 1996

- ◆ Oversaw all kitchen operations including costing, ordering, scheduling and development of menu items and special promotions for family style American-bistro serving breakfast, lunch and dinner. Average daily covered 1000 – 1500, depending on the season.
- ◆ Supervised all stations and handled diversity of union issues.

March 1993 –  
September 1993

**THE PLAZA HOTEL**, New York, NY**Garde Manger: Edwardian Room**

- ◆ Supervised all cold food preparations including salads, cold appetizers, pates, and terrines for the most exclusive restaurant in The Plaza Hotel.

March 1993 –  
September 1993

**SANDOMENICO RESTAURANT**, New York, NY

**Poissonier** for *New York Times three-star* rated Italian restaurant.

- ◆ Prepared all fish items and related sauces on the menu, including butchering.

May 1990 –  
September 1992

**THE GALA BUFFET CATERERS**, Briarcliff Manor, NY**Sous Chef**

- ◆ Oversaw off-site catering operations.
- ◆ Supervised set-up of stations and decorative displays.
- ◆ *Coordinated operations* between captains and kitchen staff to *ensure optimal timing* of courses.

**COMPUTER SKILLS**

Computer literate. Adept in using state-of-the-art word processing and spreadsheet packages including Microsoft Word, WordPerfect and Lotus 1-2-3.

**EDUCATION****CULINARY INSTITUTE OF AMERICA**, Hyde Park, NY

**Associate of Occupational Studies: Culinary Arts**

March 1994

**Honors:**

- Award of Outstanding Performance
- Dean's List
- Award of Outstanding Attendance

**PACE UNIVERSITY**, Pleasantville, NY

**Major: Finance**

1984 – 1986

**REFERENCES**

Excellent References Will Be Furnished On Request