



Lamezia Terme

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CAREER OBJECTIVE T, Sénior

EXPERIENCES PROFESSIONNELLES

sept. 2019 /

General Manager

Villa Lena Agriturismo Hotel Tuscany - Italy
www.villa-lena.it/en

A unique Agriturismo in the authentic heart of rural Tuscany combining holiday accommodation, a farm-to-table restaurant and a not-for-profit art foundation, Villa Lena is more than just a hotel. Spread over 500 hectares of untouched woodland, the estate is a creatively inspiring and serene place for individuals and families. Art, culture and nature is at the heart of the project and it provides a diverse and international setting for the guests and artists of Villa Lena.

sept. 2019 /

General Manager

Villa Lena Agriturismo Hotel

juil. 2018 / juil. 2019

Pre-Opening General Manager Kanika Hotels Amavi Hotel Cyprus
www.amavihotel.com

Hired to plan the opening of this boutique Hotel, 155 keys with a unique formula of Premium Half Board. Four Restaurants, out of which two are under a Michelin Starred consultancy. The Bar concept (Selene) has been created with the aim to be one of the best Bar in Europe, a Zero waste approach with sophisticated equipment and utensils. Top notch SPA, three pools with a swim up Bar. A 30 Million project with aimed Revenue of 12 million. The opening was very successful.

juil. 2018 / avr. 2019

Pre-opening General Manager

Hotel - Cyprus

mai 2017 / juin 2018

Director of Food and Beverage St Regis Saadiyat Island Abu Dhabi UAE
www.stregissaadiyat.com Marriott

Hired to reinvent, create, enhance the humongous food and beverage operation. F&B revenue in excess of USD 30 million. Opening the only permanent Buddha Bar Beach in the world. A Presidential Hotel, hosting the most exclusive clientele around the world, from Presidents to celebrities. Hotel Revenue USD 71m

Awards & Nominations

Best Brunch "Whats On Award" 2017 - Best Thai Restaurant "Whats On award" 2017

juin 2015 / juin 2016

General Manager

Hotel Du Vin Brighton

www.hotelduvin.com

www.frasershospitality.com

<http://www.boutiquehotelnews.com/home/news/2015/9/17/cugnetto-appointed-manager-of-brighton-hotel-du-vin/>

Brought in to run this extremely busy award winning 4* Boutique property, with the main goal of implementing new standards but predominantly to increment productivity without compromising quality.

Achievements:

- * Conceptualized the Aperitif Jazz, a bimonthly event that grew terrifically, increasing the weekly revenue by 5k.
- * Worked on a strategy that incremented revenue from 5.8m to 6.3m - ADR from £160 to £170 - EBITDA from 39% to 42%. Re-visited the SOPs and enhanced the level of service together with the food consistency which it was necessary. Worked on a refurbishment plan (rooms, Bistro, Bar, Pub, PDR and the large wine cellar).
- * Presented a project to increase Bar revenue by 5k per week, it was ultimately approved.

Hotel revenue GBP 6.3m

Awards & Nominations

Won the award as the best small UK Boutique Hotels; Nominated as the "best sleep in town" and the "best place to entertain guests".

juin 2015 / juin 2016 **General Manager**
Hotel Du Vin (Frasers Hospitality)

mai 2012 / mars 2015 **General Manager**
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http://www.harlequinhotelsandresorts.com/downloads/HQ_NEWSLETTER_GENERAL_2012.pdf

Achievements:

- * The Resort needed immediate action under all aspects. Tasked to transform it into a profitable business. Worked with HR to replace low-performers with experienced hoteliers and built a complex action plan; revised budget, rates/costs and entire F&B pricing. Created packages for all seasons; reinstated the relationship with the Prime Minister, resulting in getting all ministerial events in the Resort; devised a realistic Compset; revised security in the entire compound. Devised together with the team themed promotions to build further capture ratio; appointed a Trip Advisor Champion and a Quality Manager; proactively addressed guest complaints; organised weekly meetings, set targets and hired two S&M Managers. Set SOPs and incentives for GSI results; supported local community by refurbishing the children's school.
- * Together with the Director of Sales visited clients in New York and Miami to rebuild the business, contributing in extra room sales in the region of 1500 room nights for 2015. Reported to the VP operation as well as the owner.

Awards & Nominations

Nominated for the Best Hotel in the World by Traveller Award 2012 - Best Caribbean Leading Hotel
2012 - St Vincent & The Grenadines Leading SPA Resort 2012. Hotel revenue USD 35m

janv. 2012 / mars 2015 **General Manager**
Buccament Bay Resort / May

nov. 2010 / mai 2012 Anantara Kihavah Villa

nov. 2010 / mai 2012 **Director**
of F&B

Achievements:

- * Anantara flagship opening. The only under ocean restaurant and wine cellar. Successfully opened 6 outlets including "In Villa Dining" and the "Dining by Design" concepts. Along with the Exec. Chef worked on a Cocktail & Food Book. Worked with Section Heads to produce all SOPs and organised all technical training.
- * Managed USD 8m and maintained F cost at 27%, B at 22%, department GOP at 44% .

Hotel revenue USD 60m

Awards & Nominations

Hideway Award: "Best Newcomer" 2011; Minor Award: "Excellency" 2011; Minor Award: "Best Team" 2012, Anantara Award: "Best Opening" 2011.

oct. 2009 / oct. 2010

Director of F&B

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Achievements:

** Within 5 months met key targets such as transforming the main bar from previous low \$1.2k to peaks of \$5k daily.*

** Managed annual budgets of \$18m.*

** Opened an extremely successful club on the lawn and Italian restaurant with hotel walk-ins, generating an extra \$1m.*

** Created innovative promotions such as a stretch Hummer chauffeur service to events; partnered with suppliers and hired catamarans with music for beach parties selling branded F&B; negotiated a \$60k sponsorship with A&E and MMI for Ramadan marquee and maxi screens for the European Cup. Hotel revenue USD 45m*

nov. 2007 / oct. 2010

F&B Manager

Westin Complex & Sheraton

nov. 2007 / sept. 2009

F&B Manager

** Westin & Le Meridien Mina Seyahi Dubai*

; www.lemeridienminaseyahi.com

<http://m.arabianbusiness.com/photos/best-in-dubai-award-winners-93538.html?img=2>

<http://www.resortexperiencedubai.com/blog/images/bussola-academy-dinner-wine>

Employed to prelaunch a widely renowned Bussola restaurant. Due to F&B leadership, quickly promoted to F&B Manager.

Achievements:

** The best bar in Dubai was under financial pressure due to key competitors opening new venues.*

Promoted to improve standards, supply innovative ideas to increase revenue, maximise bar GOP and

further enhancement of the brand, reputation and awareness. Audited the business; worked with PR

Director on re-branding programme; exited underperforming staff and assembled/recruited new

people; analysed P&L and acted towards improvements, changed certain suppliers and set up Green

Team to contributing with protecting the environment as well as minimising costs; partnered with

Live Nation and organised concerts; devised incentive-based staff sales training programme;

strategically re-planned \$multimillion signature promotions for raffling themed trips with key

partners Corona, Sol, Heineken and Grey Goose.

** Sheikh Mohamed (Ruler of Dubai) holds an annual high security private function in World Islands*

at the hotel. Appointed by GM to manage all aspects including entertainment, sea transport, water

sports and provide security-checked credited at the highest level of presentation. With no limit

to expense, prepared extensive P&L budget for GM approval: created detailed action plan utilising

40 team members across the departments; liaised with chef and sourced/selected the finest

exclusive luxury products from global suppliers for F&B menu; arranged an entire Dhow (Arabic

large boat) with 2 decks as restaurant; contracted 4 singers, 2 bands, 2 DJs, lighting and sound

systems; hired sea plane and planned water sports. Delivered an exceptionally successful event

receiving the compliments from His Highness Sheikh Mohamed (ruler of Dubai). Hotel revenue

USD 120 m

Awards and Nominations

DIPLOMES ET FORMATIONS

/ juin 2017	The Art of Leadership Marriott
/ juin 2015	Revenue Management - BAC+3 E-Cornell University
/ juin 2004	Advanced Diploma in Hospitality & Lodging ; London Hotel School
/ juin 1998	Diploma in Hotel Management Istituto Professionale Alberghiero di Stato Hotel School
/ juin 1995	Certificate of Diploma in Technical Hotel Management I.P.S.S.A.R. Hotellerie School

COMPETENCES

staff, Beverage / 5, Zero waste approach, Together, nights for 2015, Exec, \$1.2k, Mina, html, Time, What's On, English, fluent