

Excellence, Quality & Creative Vision

# JOHN K. MARKEL

## CAREER SUMMARY

- ◉ **Award-winning, versatile, and innovative chef** with 20+ years of experience directing multifaceted culinary operations, controlling food/labor costs, and enhancing quality and guest satisfaction.
- ◉ **Turnaround specialist** with impressive track record of exceeding sales/revenue goals and improving profit margins.
- ◉ **Savvy entrepreneur** with exceptional financial acumen and strengths in purchasing, budgeting, strategic planning, and business development.
- ◉ **Respected leader** well versed in HR functions such as hiring and recruiting as well as staff supervision, coaching, and training.

## RECOGNITION

- Executive Chef, The Hilltop Inn – Le Papillon  
**AAA 4-Diamond Award (2015)**
- Southern Maryland ACF Chapter  
**Chef of the Year (2014)**
- Owner/Operator, Quesadilla Cruiser  
**DMV Food Truck Association  
Design Award (2012)**
- ACF Culinary Team Member  
**2 Gold & 3 Silver Medals (2009 & 2010)**

## SKILL SET

P&L Management | Leadership & Teambuilding | Menu & Recipe Planning | Quality Assurance  
Budget Administration | Customer Satisfaction | Inventory Management | Contract Negotiation | Vendor Relations  
Product Pricing | Marketing | Sales Growth | Process Improvement | Auditing & Food Safety

## PROFESSIONAL EXPERIENCE & ACHIEVEMENTS

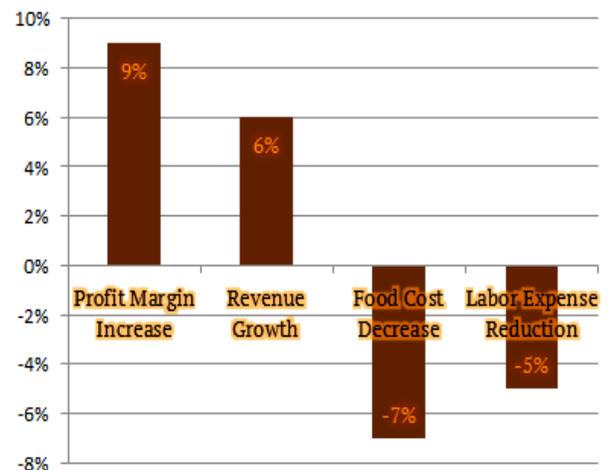
The Hilltop Inn – Le Papillon ■ Leesburg, MD  
**Executive Chef/F&B Director**

2014 to Present

Initially selected for consulting role in charge of guiding 8-week startup period for fine dining restaurant within 70-room boutique hotel. Subsequently offered full-time position presiding over day-to-day F&B operations while also serving as Executive Chef. Supervise 50 front- and back-of-house team members, orchestrate hiring initiatives, deliver training, and establish company policies. Monitor inventory, handle purchasing duties, and negotiate rates with vendors.

- ◉ Completed startup process 2 weeks ahead of 8-week schedule.
- ◉ Named “**Best New Restaurant**” by *Southern Maryland Today* and *Washington Times* weekly magazine in 2014.
- ◉ Identified new meat supplier, **cutting weekly food costs \$1K.**
- ◉ Introduced farm-to-table concept with all organic ingredients sourced from local producers.

### SUCCESS SINCE 2014



# JOHN K. MARKEL

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Quesadilla Cruiser ■ St. Mary's City, MD

2010 to 2014

## Owner/Operator

Launched food truck business operating throughout Southern Maryland and generating approximately \$500K in annual revenue. Refurbished 20-year-old school bus and secured necessary permits to prepare and sell food at local sporting events, festivals, and carnivals. Hired, trained, and supervised 3 staff members. Designed menu, created weekly specials, and partnered with area farmers to procure fresh ingredients.

- ⦿ Orchestrated 4-month project to overhaul bus inside and out, devoting **more than \$80K** to create top-of-the-line mobile kitchen (**recouped investment less than 6 months after startup**).
- ⦿ Received numerous accolades from local media including “**Best Fish Tacos**” from the *City Paper* in 2013, “**Best Empanadas**” from *Washingtonian Magazine* in 2012, and “**Best Homemade Hot Sauce**” from *The Gazette* in 2010.

Hamburger Hamlet ■ Bethesda & Gaithersburg, MD

1995 to 2010

## General Manager

Progressed through series of positions with increasing responsibilities for upscale casual dining chain with locations in MD and CA. Rose from Sous Chef (1995 to 1998) to Kitchen Manager (1998 to 2003) and General Manager (2003 to 2010) in recognition of proven leadership abilities and exemplary performance. Reported directly to Vice President and supervised 90 employees at Bethesda and Gaithersburg restaurants. Prepared and administered annual budget of \$5.3M. Promoted environment of cooperation and teamwork by providing staff with professional development resources and opportunities for advancement, monitoring performance, and identifying talented personnel.

- ⦿ **Cut combined F&B costs 2% annually** by restructuring menu, supplying hands-on management, conducting strategic market analysis and pricing, and ensuring individual store accountability.
- ⦿ **Revitalized Gaithersburg location, boosting annual revenue 9%** by retooling restaurant's overall concept and developing aggressive marketing campaign to attract local diners.
- ⦿ Instituted new focus on efficiency and productivity, leading to **3.5% reduction in total labor costs**.
- ⦿ Received repeated recognition, achieving “**Golden Award**” for sales and profits 5 years in a row (2005 to 2009) and “**Kitchen Manager of the Year**” in 2002.
- ⦿ **Improved purchasing and inventory planning** by constructing cost tracking modules that worked in conjunction with weekly inventories and CtuIt RADAR software.

## EDUCATION & PROFESSIONAL CREDENTIALS

BA in Business & Hotel Management ■ University of Maryland – Baltimore County, Catonsville, MD

AOS in Culinary Arts ■ Culinary Institute of America, Hyde Park, NY

Completed culinary/hotel apprenticeships at Greenbrier Hotel, White Sulphur Springs, WV and with Chef Harold W. Boehm, Ann Arbor, MI; Chef Wilhelm Kehoe, Wisconsin Dells, WI; and Chef Alexandre Plouton, Lyon, France

Certified Executive Chef (CEC) and American Academy of Chefs (AAC) Member – ACF

## AFFILIATIONS

Professional Chefs Association – *Board of Directors* ■ Les Toque Blanches ■ Southern Maryland ACF Chapter  
DMV Food Truck Association ■ National Food Truck Association ■ Boutique & Lifestyle Lodging Association

## HOSPITALITY RESUME STRATEGY

“Excellence, quality, and creative vision” is John Markel’s personal credo. As an expert chef, restaurateur, and F&B specialist, Mr. Markel has spent his entire career devising dishes that customers crave and critics love. He came to me after receiving a tip that his dream job was opening up: F&B Director for a prestigious boutique hotel close to his hometown.

Armed with inside information that the owners were looking for someone with great financial acumen, turnaround experience, a background running restaurants, and an “entrepreneurial mindset,” I began designing a resume to highlight Mr. Markel’s strengths and present him as a perfect fit for the role.

The first page displays all of the most important information including the key elements the owners were looking for in their new F&B Director, recent awards Mr. Markel won, and a brief overview of his skill set. The first page ends by covering his current position as Executive Chef/F&B Director for another boutique hotel. This section includes an attention-grabbing chart that shows the impact Mr. Markel has had on this restaurant and inn.

The second page touts Mr. Markel’s entrepreneurial bona fides (he ran a food truck for four years) and covers his early career where he rose through the ranks at a local upscale casual dining chain. I utilized strategic bolding throughout the second page to call attention to his many achievements, awards, and media recognition.

To round out the design, I included pictures of produce in the headers to make Mr. Markel’s resume stand out even more and emphasize his dedication to quality, freshness, and farm-to-table cooking.

Although Mr. Markel was passed over for his first choice (they promoted from within), he ended up making contact with a recruiter who saw his resume online and recently started his new position as General Manager at a restaurant in DC that is attached to a high-end hotel and brings in \$4M in revenue per year.