

Mike Bodow

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Summary of Qualifications

I am a results oriented sales and management professional with experience in restaurant development, strategic planning, event planning, marketing and consulting. My track record as a creative thinker who provides innovative ways to meet and exceed client needs and expectations is highly regarded in multiple cities and over multiple restaurant groups. I have been a highly effective prospector, negotiator and manager with a history of sales training, activation marketing, forecasting and product placement. And although my experience does not specifically lie in the realm of fine dining, I operate on a very high level that is certainly a perfect fit for all venues.

Professional Experience

Twelve12 Hospitality Group Greater Milwaukee, WI

Owner 2014-Present

- Managing partner in charge of inventory management, costing and advanced analytics
- Frequent bar tending and cooking both to train and relieve staff during high volume periods
- Social Media manager
- Operations expertise in restaurant accounting, events, daily operations, health code, management training and menu writing

M5 Management Group (Restaurant Group) Minneapolis, MN & Las Vegas, NV

Bar Manager (MN) 2012-2014 & General Manager (NV) 2014

- Opened New Bohemia, a craft beer bar for M5 in Minneapolis and managed 36 craft beer line and 60 bottle program
- Ran sub 11.5% hourly labor cost and sub 21% beverage cost (with only craft beers, no inexpensive macro draft lines)
- Planned and implemented several highly successful craft beer events including three day Oktoberfest block party which yielded \$20,000 in revenue (outside) and the two highest revenue days to date inside the restaurant
- Negotiated deals on goods and services to decrease beverage costs including procuring a \$1,000 Las Vegas trip from a vendor for a contest and procured over \$10,250 in "free" beer for Oktoberfest block party sponsorships
- Promoted and moved to Las Vegas in 2014 as General Manager of Rockin' Taco
- Immediately changed ordering and scheduling systems
- Analysis of P&L and staffing led to termination of employees who had been drinking alcohol at work as well as stealing food and beverage
- Within four months hourly labor costs had been decreased from 13.04% to 11.12%
- Routinely ran both (NB and RT) kitchens, including being the only "chef" for an entire day as well as decreasing labor by bartending or cashiering

Savage Marketing and Consulting, Las Vegas, NV & San Diego, CA

President, 2009-2012(suspended activities to care for ailing father)

- Created and executed innovative activation marketing plans for clients including Urge Gastropub and TapouT Las Vegas for in-house, online and viral advertising
- Planned, advertised and executed nightlife events, craft beer events and MMA events in Las Vegas, many involving celebrities and professional athletes
- Planned, advertised and executed MMA and Craft Beer events in San Diego
- Obtained business through cold-calling and utilizing professional relationships

Carpets 'N More, Las Vegas, NV

Head of Commercial Estimating; 2007-2010

- Secured seven million dollars of winning commercial flooring and granite bid
- Worked with RFMS Measure Program and Microsoft Excel on high levels
- Participated in the new sales process by creating relationships with prospective clients to create and present business proposals and close new sponsorship deals

Build-It-America, Sacramento, CA

Outside Sales; 2004-2007

- Obtained business through cold-calling
- Worked out of home office in report driven sales business

Education

Arizona State University, Tempe, AZ

Majoring in Business: 2002-2004

California State University, Sacramento, CA

Majoring in Business (Marketing): 2004-2006

Computer Skills

Proficient in: MS Word, Excel, PowerPoint, RFMS and online demo software.