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Adbeel Quiles Rodriguez

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Professional Summary

Passionate, Influential and Energetic are key words that describe how I manage my department. I've had the privilege of working in this industry for 17 years, this has molded me into a Beverage, Culinary and Hospitality expert. Ensuring kitchen perfection and beverage excellence is my day to day operation. I've had the opportunity to head a Multi million dollar concepts with profitable beverage strategies bringing incremental sales year over year. Achieved recognition by several news outlets and National Beverage magazines. Using data, analytical thinking allow me to qualify and quantify all my decision. Experienced in National Marketing, Digital Marketing and most communication channels. Proficient in Microsoft Excel, Posi, Micros and Aloha systems. Fully bilingual English-Spanish.

Work Experience

National Beverage Manager at Brinker International

Coppell - Texas

Nov 2018 - Jun 2020

- Responsible for short/long term planning and management of Beverage Operations
- Recommend budget, marketing plans and objectives for the Beverage Program
- Lead daily meetings and prepare communication for the Executive Committee
- Organized the Beverage Program and increased Alcohol sales by 8% in my first 3 months
- Proactively looked for solutions to the Covid pandemic, and created winning strategies earning the business an additional \$15 per avg guest check
- Saved 30k a month by leveraging our supplier partner relations
- Brought National consistency to our drink execution.
- Eliminated 85% of broken case fees
- Direct and oversee 53 Bar managers and their teams to better understand the business

Muti Unit Beverage Manager at Lettuce Entertain You Enterprise

Bethesda - MD

Feb 2017 - Oct 2018

- Lead beverage operational needs for Stella Barra and Summer House Santa Monica
 - Creation and development of quarterly beverage programs for both concepts
 - Accurately manage all Liquor, Beer and Wine Budgets and ensure cost is aligned
 - Training and development of staff and management for both concepts
 - Weekly inventory cycles that include all LBW
 - As a buyer, ensure I maintained a great relationship with all vendors and supplier partners
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Education

Electronic Engineer Technology/2006

University of Puerto Rico - Bayamon, Puerto Rico

