

Christopher Moran

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Career Summary

Experienced leader with national and international menu development and procurement management
Proven results with long term partnerships, contract negotiation & logistics forecasting
Focused on sustainable sourcing and operational practices for B Corporation & Green Restaurant compliance
Committed to ingredient quality, vendor integrity and development of enthusiastic professionals
Expert in operations, kitchen and bar management and guest service
15 years of executive and strategic menu development and implementation in chain dining.
Extensive experience with opening new locations
Development of innovative, craveable food and beverage menu items; day part development

Areas of Expertise include:

Sustainable Ingredient Sourcing	Menu Research & Development	Sustainable Sourcing Certification
Supply Chain Optimization	Ingredient Contracting	International Experience
Logistics Forecasting	Annual and YOY Growth Rebates	Leadership Development
Domestic & Global Procurement	Beverage Marketing Support	Team Hiring and Management

Professional Experience

Sustainable Restaurant Group (Portland, OR) **2019 – Present**

35 million with 9 Bamboo Sushi (Traditional Japanese) and 2 Quick Fish (QSR) locations, company owned. Both restaurant concepts are focused on sustainably sourced/produced ingredients and supplies. The company is committed to B Corporation, Green Restaurant and MSC/ASC certifications

Director of Purchasing and Supply Chain

Opened 3 locations in Q4 2019 in Seattle, San Francisco and Phoenix
Renewed B Corporation, Green Restaurant and MSC/ASC certifications for 2020
Developed supply chain in WA, CA & AZ; with existing distributor and ingredient partners
Integrated Alcohol vendors into Fintech
Implemented EDI invoicing with existing/new vendors for real time invoice loading
Targeted efficiencies with vendors, lowered cost 1.50 %, reduced delivery frequency; consolidated pack sizes

Kona Grill (Scottsdale, AZ)

2011 - 2018

\$189 million with 46 domestic company owned locations and 3 international franchised locations and 4600 full time employees. Restaurant concept is focused on kitchen, sushi and cocktails, offering a pan pacific-influenced menu with Japanese sushi complimented by cocktails, sake, wine and beer. The Primary guest demographic is 25 – 45 year old college graduates.

Vice President of Food, Beverage and Procurement

Responsible for all food and beverage menu development, seasonal menus and procurement.
Managed 7 Directors for Culinary, Sushi, Beverage and Procurement.
Managed purveyor contracting and compliance for the corporate, restaurants and franchisee partners

- Improved food and beverage menus with positive same store sales from 2011 – 2017
- Developed seasonal food and beverage menus as the incubator for future menu items
- Lowered cost of goods by 3.15 % within 18 months; \$ 110mm in Sales
- Consolidated ingredient specifications to streamlining procurement processes
- Developed Supply Chain for new locations and Franchisee partners
- Doubled domestic locations in 3 ½ years; Opened 3 international franchise locations in 2017
- Managed \$ 85mm budget, \$ 1.5mm labor/travel budget in 2017
- Vendor Marketing support training materials & educational conferences \$475k in 2017
- Rebates & growth incentives exceed \$500k in 2017

Redstone American Grill (*Wayzata, MN*)

2006-2010

\$38M restaurant and grill with 5 locations offering a classic American regional menu featuring wood fired rotisserie chicken and grilled steaks, chops & fresh fish flown in daily.

Corporate Executive Chef

Developed menu items and specials menus for 5 locations. Partnered with COO to improve COGS, reduce waste & lower monthly inventory levels. Conducted unannounced visits to each location quarterly improving consistency while lowering food and labor cost.

- Hired and trained Executive Chefs and Sous Chefs; focused on consistent execution of brand standards
- Improved food cost 4.25% by lowering inventory pars and waste; improved ingredient contracting
- Conducted compliance visits quarterly improving consistency, guest experience improved by 27%,
- Lowering labor cost by 5.35% by eliminating overtime and cross training hourly staff
- Defined specifications to leverage buying, lower costs and ensure ingredient consistency
- Improved culinary with the Training Team; teaching cooking fundamentals, ensuring consistent execution
- Streamlined the new location BOH opening and training process from 18 days to 12 days.

Not Your Average Joe's (*Beverly, MA*)

2003-2006

\$39M restaurant with 13 locations offering pizza, pasta, seafood and steaks in a fun energetic environment. Strong to go sales 15 – 20 % of sales on average with 1,600 full time employees.

General Manager

Casual dining in a fun whimsical setting, come as you are, to enjoy wood fired pizzas, pastas, salads & sandwiches in 16 locations with 1800 full time employees and \$46.5 Million in sales. Serving families, students, local business owners and employees. Responsible for the first manager training location in 2005. Weekly Manager meetings and monthly one on ones ensuring management development. Assisted the vice president of food and beverage with menu item creation and recipe testing.

- Coached the management team and hourly staff consistently in the top 3 for same store sales.
- Maintained strict control of cost and labor below 60%. Beverly location averaged 59% prime cost
- General Manager of the year in 2004 - 2005 with same store sales above budget, 45% flow through for sales over budget, employee turnover below 20% annually.
- Beverly won best location in 2005 - 2006; becoming the first training location for managers and chefs.

Red Rock Bistro (*Swampscott, MA*)

2000-2003

\$7M family owned dining with 115 employees with ocean views of Boston & Nahant featuring classic New England and American Regional menu items with an award winning wine list – Grand List from Wine Spectator.

General Manager

Managed the hiring and training of culinary and service staff daily. Daily emphasis on steps of service building check average, day part sales and profitability.

- Developed and implemented food and beverage menu items improving sales and foot traffic.

Harraseeket Inn (*Freeport, ME*)

1997-2000

Four Star Four Diamond Inn with Maine Dining Room (Fine Dining), Broad Arrow Tavern (casual wood fired cuisine) and Banquet Facilities which accommodated up to 650 people. Annual food & beverage sales were \$8.8M, banquet sales \$14.8M. Every menu ingredient was locally sourced from 183 farmers, fisherman and foragers.

Executive Chef

Managed culinary operations of the restaurants, events, banquets, food and labor costs. Developed all menu items and specials. Responsible for purchasing of all food and beverage.

- Overhauled recipes, presentation and food production process improving execution, lowering labor cost by 2.5% and lowering food cost by 3.1%.
- Increased food and beverage rating from 3 to 4 stars in 18 months; by implementing the 4 star criteria and requesting the New England Innkeepers Association inspect us using 4 star criteria.

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Snow Inn Resort (*Harwichport, MA*)

1996-1997

The Resort operated Thompson's Farm Market, Thompson's Clam Bar, Harbor Watch Restaurant, The Beach Bar, Nick & Dick's Ice Cream. Restaurant Sales \$8.4M in season with 300 seasonal employees serving residents and vacationing guests from May – September.

Executive Chef

Managed culinary operation of 5 restaurants, bakery and commissary kitchen. Managed menu development, labor and food cost controls.

- Spearheaded chef kitchen manager program, which solidified food awareness, strengthened food culture, and resulted improved execution. Sales improved by 8% year over year by increasing function sales, reducing ticket times and cross training all line and prep cooks.

Olives Restaurant (*Charlestown, MA*)

1994-1996

#1 rated Zagat with 28 food rating and the # 1 most popular restaurant in Boston voted by Zagat reviewers.

Mediterranean influenced cuisine using wood fired grill, rotisserie & brick oven.

Chef de cuisine

Managed fine dining restaurant location for Chef Todd English. Created daily specials and new menu items. Supported Chef Todd in television appearances and cooking programs. Managed testing off all recipes for Chef Todd first cookbook "Olive's Table".

Education and Professional Development

BS - Business Administration

BS - Entrepreneurship

Northeastern University (*Boston, MA*)

AOS - Culinary Arts

Summa Cum Laude

Culinary Institute of America (*Hyde Park, NY*)