

FRANK DELUCIA

(602) 318-1052 • FDCKOOKIN@MSN.COM

DIRECTOR OF PURCHASING

OPERATIONS MANAGEMENT • STRATEGIC PLANNING • BUSINESS DEVELOPMENT

Expertise in directing and driving purchasing operations to ensure the attainment of organizational goals

Director of Purchasing with noted career track of successfully directing procurement activities to ensure that all phases of operation are properly planned and executed. Recognized for expertise in establishing operational structure, creating program vision and objectives, introducing processes, and driving improvements to meet organizational goals. Change driver with strengths in building and sustaining strategic relationships with professionals from all levels of an organization, as well as key business partners and stakeholders. Demonstrated background in transforming and improving operations through the development and implementation of processes, programs, and strategies.

Core Competencies:

Operational Leadership • Strategic Planning • Resource Management • Business Development
Project Management • Inventory Management • Process Improvement • Relationship Development
Distribution Management • Marketing Strategies • Concept Development • Supply Chain • Negotiation
Product Knowledge • Program Management • Contract Management • Territory Management • Risk Analysis
Organizational Effectiveness • Organizational Development • Fiscal Management • Stakeholder Relations

PROFESSIONAL EXPERIENCE

THE BRIAD GROUP, Livingston, NJ

2005 – 2020

Director of Purchasing

Directed the purchasing for TGIF's, Cups Frozen Yogurt, and Zinburger, equating to \$50M+ a year in purchasing. Managed, negotiated, and implemented all contracts (food, non-food, beverage, and facilities) for three brands, as well as aspects of 12 Hilton and Marriott Hotel properties. Managed commodities, supply chain, distribution, and inventory. Involved in operations and marketing decisions, including concept development, menu promotions, menu rollouts, and recipe developments.

- Recognized for savings of \$800,000 to 1,000,000 dollars per year .
- Key player in developing and executing beverage program at TGIF's.
- Effectively collaborated with current suppliers and vetted new suppliers for current and future projects.
- Managed multiple projects, including serving as part of the development of Cups Frozen Yogurt concept and new rooftop bar concept for The Bradford.
- Developed Zinburger seasonal menus, wine lists, LTO's (limited time offers), including beverage menus and specials.
- Served as part of TGIF Purchasing Counsel and met quarterly to review upcoming purchasing initiative and bids and provided input; Served on Menu Taskforce for The Braid Group.

~ Additional experience as **Marketing Associate** for Sysco Food Service, **Corporate Chef/General Manager/Kitchen Manager** for Performance Restaurant Group, and **Kitchen Manager/Restaurant Manager** for Big Four Restaurants ~**Food Service Director** for The Springs of East Mesa

EDUCATION

SCOTTSDALE COMMUNITY COLLEGE, Scottsdale, AZ

General Coursework