

Laurentiu Butuc



Date of Birth: 1975

Education:

2009-2011 MSc - Hotel Management, Babes-Bolyai University, Faculty of Business, Cluj Napoca, Romania
1996-2001 BSc – Food Science and Technology, “Dunarea de Jos” University, Galati, Romania

Qualification & Training:

Diplomat Engineer	Technology and control in hotel and catering
National Hospitality Brevet	Hotel Manager, Restaurant Director
Qualification	Train the trainer, Coach, Travel Guide
FIHR Training	Revenue Management, Food & Beverage Cost Control
Academie International de Management	FIHR Financial Management
Situational Management II	The Ken Blanchard Companies
Hilton University Training	Customer Care, Communication, Stress management

Languages: English – fluent, German – entry
Computer skills: Microsoft Office, Fidelio, Micros, Opera
Professional profile: Manager Operational, Hotel Manager, F&B Manager, Sales & Revenue

Areas of expertise: Team Development, Financial business performance, Customer Service, Revenue Management & Sales, Cost controlling.

WORKING EXPERIENCE:

September 2020 – April 2021

Employer: Aro Palace S.A., Sif Transilvania, Brasov, Romania

Position: Director of Operations

- Overseeing the operations of Aro Palace Hotel, Coroana Hotel and Capitol Hotel
- Improve the efficiency of the Food & Beverage, Housekeeping, Front Office, Maintenance and Supplying
- Due to covid-19 pandemic, I was responsible to supervise and coordinate the conservations of closed units.
- Working with the General Manager to deliver and provide solutions to improve efficiency throughout company – implementing operational standards, controlling utility consumptions, selections of commercial partners, payments, cost controlling and optimising company cash flow.
- Analyze overall monthly hotel performance and provide reports with plans for improvement.

March 2019 – September 2020

Employer: Ro Com Central, Central Plaza Hotel, 4 star, 155 rooms, Piatra Neamt, Romania

Position: Executive Director

- Analyze business performane, set operational target, development of operational standards
- Oversee HR activities including recruitment process and training
- Motivate and train hotel staff to increase guest satisfaction

Janaury 2016 – February 2019

Employer: Eurolines Group, Green Village Resort, 4 star, 89 rooms and camping, Danube Delta, Romania

Position: General Manager

- Oversee all resort activities, supervise annual investment buget of 350.000 euro/year.
- Ensure guest and staff satisfaction, developing sales strategies to achive the revenue target

September 2015 – December 2015

Employer: HP Tower One, Ramada Hotel, Brasov, 4 star, 113 rooms, Romania

Position: General Manager

- Oversee hotel activity and responsible for achieving all financial performance
- Involved in the recruitment and mentoring of staff.
- Directing operational departments to ensure the smooth running of hotel activity

March 2014 – August 2015

Employer: Atlassib Hotel, Ramada Hotel, Sibiu, 4 stars, 127 rooms, Romania

Position: Director of Operations

- Assisted the GM with the hotel planning, organizing and coordination of operational departments: Food & Beverage, Front Office, Housekeeping, Maintenance, Security, Sales & Marketing, Purchasing
- Compliance with financial budgets indicators of revenue and expenditure
- Developing customer portfolio, improving customer satisfaction
- Coordination of specific in-house events in compliance with contractual requirements
- Forecasting revenue and setting policy for sales in accordance with the budget

June 2012 – February 2014

Employer: ATA/KBR (UK), Camp Bastion/Tombstone, Afghanistan

Position: Unit Head Chef / Food & Beverage Manager

- Coordinate 40 multinational catering and front of house staff
- Delivering high quality food and service for up to 500 multinational military personnel
- Ensuring all Health and Safety/Food Hygiene and quality standards are adhering to
- Compliance with HACCP, ISO 22000 standards and internal auditing
- Effective stock control, account monitoring and control
- Staff training and conducting unit performance evaluation

September 2011 – May 2012

Employer: SC Sind Tour Trading, Muncel Hotel, Baile Felix, 3 stars, 289 rooms, Romania

Position: Hotel Deputy General Manager

- Reporting to Chief Director of Operations, Bucharest Head Quarter
- Assisting the GM with the overall hotel operations management
- Supervising the purchasing, food and beverage quality control, quality of service
- Designing and implementing operational standard procedures in Reception and F&B department
- Managing the head of department in achieving the budget in food and beverage, managing the direct costs and increasing team productivity in housekeeping and spa

May 2009 – September 2011

Employer: Continental Hotels, Forum Oradea, 4 stars, 168 rooms, Romania

Position: Hotel Deputy General Manager

- Reporting to the GM and COO, Bucharest Head Quarter
- Staff training, recruiting and managing the daily hotel operations
- Operational management support for remote hotels – Grand Hotel Bucharest, Continental Sibiu
- Business forecast and budget development
- Driving sales and achieving the budget targets both on F&B and Rooms

April 2008 - Mai 2009

Employer: Continental Forum Hotel, Arad, 4 stars, 160 rooms, Romania

Position: Hotel Deputy General Manager

- Reporting to the GM and COO, Bucharest Head Quarter
- Implementing and developing the catering
- Managing the F&B department – fine dining, lounge and night bars, conference rooms, and a ballroom
- Staff training, recruiting and managing the daily hotel operations.

November 2007 - April 2008

Employer: Folio Hotels, Crowthorne, Waterloo Hotel, 4 stars, 79 rooms, UK

Position: F&B Manager

February 2006 - October 2007

Employer: Corus Hotel, Beauchief Hotel, Sheffield, 3 stars, 45 rooms, UK

Position: Restaurant Manager/Food and Beverage Supervisor

December 2004 - February 2006

Employer: SC Athenee Palace SA, Athene Palace Hilton, Bucharest, 5 stars, 272 rooms, Romania

Position: Conference and Banqueting Supervisor

June 2004 - August 2004

Employer: Whitbread, Brewers Fayre, U.K

Position: Head chef / Kitchen Manager

July 2001 - May 2004

Employer: S.C. Dunarea, Hotel Galati, Galati, 3 stars, 66 rooms, Romania

Position: Restaurant Manager