

Emilio A. VARGAS, hotelier - restaurateur

My life dedicated to the Hospitality-helping owners towards profitability in the Americas, Caribbean, Africa and Middle East!
562 NW 98th. CT. Miami FL., 33172 USA emiliovargas@emiliovargas.com Mobile USA: +1(786) 292-3141 Honduras: +(504) 9957-8605

Greetings from Dubai, U.A.E!

Thank you for visiting my web site!

My name is [Emilio VARGAS \(link\)](#), hotelier-restaurateur, **Hotel & Resort GM** for 4 & 5 Star properties – with experience in 3 continents – The Americas / Caribbean, Africa, Middle East.

From 2015 -2017 I was **GM** for [4* BW Premier Deira Hotel, Dubai \(link\)](#) ; I am a US citizen, returning home this month to Miami, Fl.; I am willing to relocate for my next professional challenge!

I am available for a **Corporate Executive** or **Property GM** position with your Company.

[I have done 12 pre-opening, opening, refurbishing projects: Hotels in cosmopolitan cities & Resorts in idyllic islands link!](#)

I worked for properties under franchise and management contracts reporting to CEO or Regional Team; I was responsible for promoting brand standards and maintaining the integrity of the brand; also worked for independent properties reporting to owner & family board.

I have managed mid-size Boutique hotels, mid-size and large city Hotels – with Corporate and Leisure markets – multiple F&B outlets, ballroom & convention center; and deluxe island Resorts with Dive shop, Marina, Spa!

I have excellent business acumen - Financial, Marketing, Sales, Front Desk, Food, Beverage; good communicator with guest, owners, staff, and authorities; sensitive at PR role & etiquette demands in Quality organizations; with strong self - confidence to engage with VIPs.

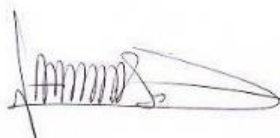
I am a tenacious troubleshooter with impeccable Values – **Honest and Dependable** -very knowledgeable in all facets of the Hospitality industry. I am the man for the job!

Links to Hotels & Resorts I worked:

[Marriott Intl.Panama, Pittsburgh](#) [Ramada Renaissance Resort Arab Club](#) [Princess Hotel](#) [Fantasy Island Resort](#)
[Holiday Inn Miami](#) [Gran Hotel Sula](#) [La Ensenada Resort](#)
[Telamar Resort](#) [Chatham Bars Inn](#) [The Executive Hotel](#)

My GM responsibilities will be:

- Leading daily operations, projects, pre-opening, opening,
- Financial results: assets, revenue, expenses, budgets,
- Manage Executive Team, supporting daily operations,
- Approve Contracts, Profit - Loss statements and Capex,
- Implement, manage and follow-up of Hospitality SOPs,
- F & B, Sales & Marketing, Engineering, Quality, HR,
- **Other responsibilities assigned!**



My personal profile:

- **GM:** pre-opening, opening, daily operations,
- **Food & Beverage:** production, service, sales, management,
- **Marketing:** Sales, Public Relations,
- **Rooms:** Front Desk, Reservations,

The Properties profile:

- Corp., Convention & Leisure Markets,
- Chain & Independent Hotels & Resorts,
- From 20 to 400 keys up to 525 staff,
- Multiple Outlets, Shops, Dive ctr, Marina,
- Themed Bars & Restaurants and Spa,
- Located at Cities, Airports, Islands, deserts, high altitude mountains!
- Remote sites, difficult access & logistics.

Core competencies:

- Leading and teaching by example,
- Keeping Ethical standards in the job,
- Project manager FF&E, OS&E specs,
- Budget, P&L, Forecasting, Marketing,
- Statistics for data analysis & Quality,
- Quality Assurance systems,
- Quality Auditor for Hotels and F&B,
- Computer literate, Financial acumen,
- Creativity and Idea generation,
- Coach, Trainer, Lecturer, Author,
- Hospitality best practices,
- Standards for staff performance,
- F&B Recipe development,
- Menu Design & Menu Engineering,
- Task Identification, Work Breakdown,

With the Best Spirit of The Hospitality!

Emilio VARGAS, mobile +(504)9957 8605

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Profile:

- Hotelier-Restaurateur, Resort & Hotel GM for openings, day-to-day operations.
- Marketing/Sales expert, F&B trouble-shooter, Coach, Trainer, Lecturer.
- International consultant, Hospitality Designer, FF&E and OE&S specifier.
- Experience in 3 Continents - USA, Central & South America, Caribbean, West Africa and Middle East.
- American citizen, bilingual, English/Spanish, married, with children.



Hospitality Competencies:

Accounting, Finance and Marketing, Sales, Public Relations:

- Budgeting, Forecasting, Monthly P&L statement, Critique.
- Purchasing, Receiving, Inventories, re-order level, Issuing procedures;
- Marketing Plan; identify new trends, sales opportunities, new segments.
- Communication skills, P. Point presentations; Creative, Innovative techniques for marketing.

Openings, Management, Quality Assurance and Human Resources:

- Architecture – assessment for Service & productivity design - Guest and Staff flows.
- Leading start-ups and hotel openings. Able to produce FF&E specifications for entire property.
- Environmental plan with strong “green” orientation – corporate-social responsibility commitments.
- Able to develop Quality Assurance system, Q Control Audits using “7 Quality control” statistics tools.
- Develop Standards for staff performance, customer service. Policies, SOPs, Task breakdown,
- Able to recruit, hire and personally train entire staff. Coach for hotel and restaurant managers.

Food and Beverage:

- Multiple outlets – management, production, service and restaurant/catering sales.
- Conceptualize new restaurant, bar, catering – cooking methods and service techniques.

Hospitality Accomplishments (S.A.R.):

Panama, Republic of Panama - Marriott Hotel (opening):

- 1. Situation:** Market research confirmed no authentic kosher meals, nor facilities, existed in the city;
- 2. Action:** Jewish community was most affluent, in country; decided to set-up first kosher kitchen!
- 3. Result:** Catering Sales exceeded budget by 160%; largest bar-mitzvah in the country 2,000 guests.

Dominican Republic, Bavaro Barceló Garden Caribbean beach Resort:

- 1. Situation:** Guest Satisfaction Index lowest in all company hotels - strong complaint "greasy food".
- 2. Action:** I decided that our Chefs attended a full vegetarian training course in a local food school.
- 3. Result:** We improved GSI from 72% to 89% in 4 months; daily vegetarian buffet 800 guests.

Honduras, San Pedro Sula, Gran Hotel Sula (renovation):

- 1. Situation:** Nicaragua and El Salvador civil wars plus new competition affected ADR, REVPAR, Occ%.
- 2. Action:** Remodeling junior suites and new Food Festivals will expand our market share.
- 3. Result:** First year as GM - ADR went up by 65%; F&B Festivals, generated 38% more F&B sales.

Ecuador, Guayaquil Gran Hotel Internacional Atahualpa:

- 1. Situation:** Exquisite Continental menu restaurant, with a very low Average Check.
- 2. Action:** Started international “table side cooking” plus new wines/spirits menu.
- 3. Result:** in 60 days our local clientele Average Check for F+B increased by 120% sales.

Colombia, Cali, Hotel Petecuy:

- 1. Situation:** Our Restaurant lacked “wow” factor to attract affluent local clientele.
- 2. Action:** Giant fish bowl with live Carps; started “cooked to your liking” fresh Carp.
- 3. Result:** F&B Lunch turnover went up 1.75 and Dinner 2.25 - Food Average Check 80%.

Honduras, Roatan Island, Fantasy Island Beach Resort Dive & Marina:

- 1. Situation:** Hotel had one feeder (USA), one market (divers), one single airline servicing the island.
- 2. Action:** To develop new feeder & segment - South America & Europe; Family Vacation segment.
- 3. Result:** Generated 40% additional sales with new segment, occupancy went up 22%.

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Hospitality Career history:

May 2015 – September 2017

BW Premier Deira Hotel, Dubai, United Arab Emirates

[Link](#)

General Manager (re-branding) 250 rooms, 2 restaurant, 2 bars, spa. I am responsible for day-to-day operations, accomplished drastic general expenses reduction and generating new market sources.

Oct. 2011/Feb.2012

PLANET ONE Hotel & Wellness, Lagos, Nigeria, Africa

[Link](#)

GM (consultant)

Created Quality control system, Sales & Catering Sales department, property facilities remodeling,

June 2008 – January 2009

Telamar Beach Resort - Tela bay, Western Caribbean, Honduras

[Link](#)

Resident Manager (consultant) remodeling/expansion - 2 kitchen restaurants

Sept 2007 – April 2008

La Ensenada Beach Villas & Resort - Tela bay, Western Caribbean, Honduras

[Link](#)

General Manager - Consultant (opening) – 30 condos, hiring & training staff, setting up SOP's Management systems, PMS, CRM,

Aug. 1999 /present

HOTELCONSULT

[Link](#)

General Manager - Projects in the Americas, Caribbean and Africa: Hotel & Resort pre-opening, FF&E, Quality Assurance audits, Coaching, Training, F&B troubleshooter

Jun.1998/ Jul.1999

PRINCESS HOTEL Boutique Imperial Hotels & Resorts, SPS, Honduras

[Link](#)

General Manager (opening)

120 rooms, Ballroom (6,000 sq.ft.) and Gourmet restaurant; I hired and trained staff; opening on time despite Hurricane Mitch, Occ. 72% in first year of operation.

Apr.1995/ Jun.1998

FANTASY ISLAND Beach Resort Dive & Marina, Roatan Island, Honduras

[Link](#)

General Manager

120 rooms, 3 restaurants, 2 beach bars, EP, and AI packages. Set-up annual budget, reports, recipes, food controls

Oct. 1994/ Apr.1995

ARAB CLUB (Club Hondureño Arabe), San Pedro Sula, Honduras

[Link](#)

General Manager (opening)

I was responsible for receiving buildings from contractors; we featured 4 restaurants, tennis/racquetball courts, Ballrooms: 25,000 sq.ft. Deluxe Club, for the most affluent market in the country; I did all the FF&E specs, recruited and trained staff.

Aug.1993/ Aug.1994

RAMADA RENAISSANCE Capella Beach Resort, Dominican Republic

[Link](#)

General Manager (opening) - 275 rooms, 2 swimming pools, 3 restaurants, spa, dive shop. I was responsible for hotel FF&E SOP's implementation, staff training & opening. Developed Marketing Plan.

Feb.1991/ Aug.1993

GRAN HOTEL SULA - C/J Hotels, San Pedro Sula, Honduras,

[Link](#)

General Manager - 115 rooms, 2 restaurants, F&B 24 hours,

Dec.1989/ Dec.1990

BAVARO Beach Resort -Barceló Hotels & Resorts, Dominican Republic

[Link](#)

General Manager - 400 rooms, 2 restaurants, 3 bars, swimming pool, beach sports

Computer skills:

Microsoft: Office, Publisher, Visio, Access;

Project Management: Project, WBS Chart Pro, Trello.

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Earlier experience:

Director of Catering,
Director of Catering,
Director of Catering,
Catering Manager,
F&B Director, Holiday Inn
Hotel Sales Manager,
Maitre d' hôtel
Hotel F&B Manager,
Maitre d' hôtel
Hotel General Manager
Hotel General Manager
Hotel Manager

Marriott Hotel & Resorts, Panamá, Rep of Panama
Marriott Hotel & Resorts, Monroeville, Pittsburgh, PA, USA
Marriott Tampa Airport, Tampa, FL, USA
Marriott Atlanta Airport, Atlanta, GA, USA
Pittsburgh Airport, Coraopolis, Pittsburgh, PA, USA
Hotel Petecuy, Cali, Colombia
Atahualpa Hotel, Guayaquil, Ecuador
Viscount Hotel Trust Forte, Miami, FL, USA
Chatham Bars Inn "L. Hotels of the World" Cape Cod, Ma. [Link](#)
Grand Hotel - C/J Hotels, San Salvador, El Salvador.
Executive Hotel - C/J Hotels, Panama, Rep. of Panama
Urubamba and Cuzco Hotel, Cuzco, Perú

Education:

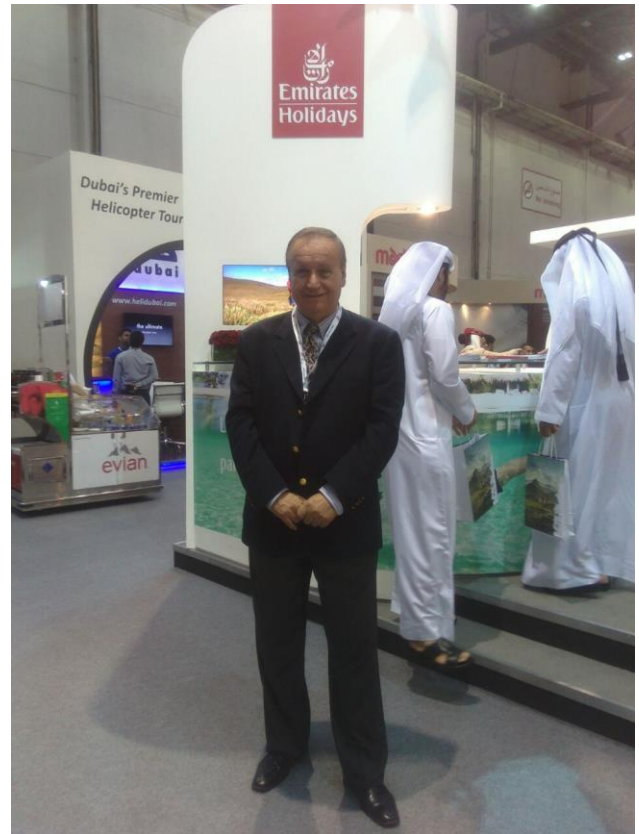
Hotel Design/Development, F&B Controls
Director of Catering program
Food School /Advanced Managerial Skills
Project Management
Auditor ISO 9000/2000 (#831102X)
Innkeepers Program
Hotel Management Program
Architecture and Visual Arts

Cornell University, Ithaca, NY, USA
Atlanta Airport Marriott, GA, USA
Marriott International, Washington, DC. USA
Architecture Society, Honduras
SGS / Panama, Republic of Panama
Holiday Inn University, Memphis, TN, USA
ENTURPERU - Lima, Peru
Peruvian University of Sciences, Lima, Peru

Other activities:

US Warden: US Embassy, Teg., Honduras; **Peruvian Consul:** Ad Honorem, S. P. Sula, Honduras;

Hospitality Trainer: Miami Dade Community College; Min. Turismo, El Salvador; Hotel Escuela Madrid, Honduras



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REFERENCES		
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<p>Mr. Sandeep PATHANIA Human Resources Manager Azizi Developments, Dubai,</p> <p>UNITED ARAB EMIRATES Tel. +(971) 56 704 1027 sandeep.pathania@gmail.com</p>	<p>Mr. Robert FABIANO General Manager JW Marriott Hanoi, No. 8, Đỗ Đức Dục, Mỹ Trì, Từ Liêm, Hà Nội,</p> <p>VIETNAM Tel: +84 4 3833 5588 e-mail: robert.fabiano@marriott.com</p>	<p>Mr. George MASSA Franchise Director Hilton Hotels México 5201 Blue Lagoon Dr. Suite 600, Miami, FL 33126,</p> <p>USA Tel: +1 786-866-7212, e-mail: george.massa@hilton.com</p>
<p>Mrs. Judy AMADO de MENDEZ President Mendez Amado& Assoc., Inc. Calle 50</p> <p>PANAMÁ Tel:(507)226-4334/226-9559/6612-5341 e-mail: judyamado@mendezamado.com</p>	<p>Mr. Gonzalo AGUIRRE Project Director Organization of American States- Small Hotels Project Central America,</p> <p>COSTA RICA Tel: (506)290-3319/(506) 3382 7615 e-mail: paph.ga@gmail.com</p>	<p>Mr. Edward COUREY Resort Development Consultant 14919 Pennfield Circle Silver Spring MD 20906,</p> <p>USA Tel: USA: 240-421-1427 e-mail: ecourey13@hotmail.com</p>
<p>Mr. Innocent KUFA General Manager Bulawayo Rainbow Hotel Rainbow Tourism Group 10th Avenue Josiah Tongogara,box 1876,</p> <p>Bulawayo, ZIMBABWE Phone : +263 4 772 588 Web : www.rtgafrika.com e-mail: innocentkufa@gmail.com</p>	<p>Mr. Adesina BURAIMOH - ADEMUYEWO BS MBA MNIM Chairman Bidat Sportswear Co. Ltd. & Brands Intl.</p> <p>Lagos, NIGERIA Tel.: 234 802 312 8142 e-mail: burade49@yahoo.co.uk</p>	<p>Mr. Adekanmi ADESOLA HR Business Partner Sahara Energy Resource Limited 7, Fowler Street, Off Kingsway Road, Ikoyi,</p> <p>Lagos, NIGERIA. Tel: 08036152777 e-mail: adekanmi.adesola@sahara-group.com</p>
<p>Mr. Richard IAMS District Manager Aramark Higher Education, East Region</p> <p>USA Telf. (412) 880-8891 e-mail: iams-Richard@Aramark.com</p>	<p>Mrs. Omobola AKINBINU Mobbs Culture Fashion Entrepreneur 5 Israel Kuponiyi Lane Ajao Estate Anthony Village</p> <p>Lagos, NIGERIA. Tel.: 08023711578 e-mail: mobbsculture@gmail.com</p>	<p>Mr. Johnny ADAMITEY Hotelier - Restaurateur F & B Manager, Aqua Safari Resort Big Ada, mouth of the Volta River</p> <p>Accra – GHANA Tel:(233) 24 321 1773 / 26 4211773 e-mail: jadamitey@gmail.com</p>