
Emilio A. VARGAS, hotelier-restaurateur

My life dedicated to help Hospitality Entrepreneurs towards profitability in The Americas, Caribbean, Africa and Middle East!

Hospitality Career history:

May 2015 – September 2017

Best Western Premier Deira Hotel, Dubai, U.A.E [Link](#)
General Manager (re-branding) 250 rooms, restaurant, bar, spa. I am responsible for day-to-day operations, reducing general expenses, new market sources – Latin America, Germany.

Oct. 2011/Feb.2012

PLANET ONE Hotel & Wellness, Lagos, Nigeria, [Link](#)
Managing Director / Consultant

Aligning hotel management, Quality control, property remodeling,

June 2008 – January 2009

Telamar Beach Resort - Tela bay, Honduras [Link](#)
Resident Manager - Consultant

Remodeling 2 kitchen restaurants, Marketing SOPs,

Sept 2007 – April 2008

La Ensenada Beach Resort - Tela bay, Honduras [Link](#)
General Manager - Consultant (opening)

96 rooms, responsible for punching list rooms, restaurants - hired & trained staff; setting up SOP's, 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 SPS, Honduras [Link](#)
General Manager (opening)

Responsible for punching list - building, rooms, ballroom, bar, restaurant;120 rooms; hired and trained staff; opening on time despite Hurricane Mitch, Occ. 72% first year operation.

Apr.1995/ Jun.1998

FANTASY ISLAND Beach Resort Dive, Roatan Island [Link](#)
General Manager

120 rooms, 3 restaurants, 2 beach bars; created annual budget, P&L, F&B recipes, controls; Divers market segment increased 22% from new markets in South America & UK; Honeymooners increase 9% occ.

Oct. 1994/ Apr.1995

ARAB CLUB, San Pedro Sula, Honduras [Link](#)
General Manager (Consultant, opening)

Punching List - buildings, ballrooms, restaurants; FF&E and OS&E specs; interviewed, recruited, trained staff. Deluxe Club, most affluent market in the country and region.



562 NW 98th. CT., Miami, Fl., 33172 USA

+1(786) 292.3141 +(504) 9957-8605

www.emiliovargas.com

emiliovargas@emiliovargas.com

[LinkedIn](#) [Twitter](#) Skype: emilio.vargas.hotelier

Skills:

- Pre-opening, opening, daily operations,
- Hotel Design, Architecture assessment,
- Hotel Project Mgr.: FF&E, OS&E specs,
- Hotel construction: renovation punch list,
- Finance, P&L Analysis, Budgets, Forecast
- Microsoft Office, Opera, Squirrel,
- Marketing Plan development, Sales, PR
- Revenue management, Negotiation,
- Internet web site Design, SEO, PPC
- Rooms Front Desk, Reservations,
- F&B: production, service, sales,
- F&B: catering, management,
- Quality Auditor and "7 Control tools",
- Quality Assurance systems,
- Communication and Critical Thinking,
- Planning, Organizing, Problem Solving,

Properties:

- Chain & Independent hotels,
- Rooms: Up to 400 keys,
- Staff: Up to 525 employees,
- Multiple Outlets: Dive shop, Marina,
- Spa, beach bars, themed restaurant!

Locations:

- Beach Resorts, Convention venues,
- Airport and City Business hotels,
- Lodges in remote archaeological sites,
- Difficult access, complex logistics
- Islands, deserts, high-altitude mountains,

Languages:

- English: Native,
- Spanish: Native,
- French: Basic,

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

Earlier experience:

- Director of Catering,
- 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, Pittsburgh, Tampa, 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
- Architecture and Visual Arts

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

Computer skills:

- Microsoft: Office, Publisher, Visio, Access.
- Project Management: Project, WBS Chart Pro.

Other activities:

- US Warden, US Embassy, Honduras
- Peruvian Consul, *Ad Honorem*, Honduras,
- Trainer, Miami Dade Community College,
- Trainer, Hotel Escuela Madrid, Honduras

