

MJ

Marie Jimenez

Catering Sales Manager

Creative catering sales manager with six years of experience at Wolfgang Puck Catering and Aramark. Skilled in event negotiation, menu planning, and client relationship building. Increased year-over-year event bookings by 30% and average event revenue by \$15,000.

CONTACT



(123) 456-7890



email@example.com



LinkedIn | Portfolio



City, ST 12345

EDUCATION

- Bachelor of Science in Hospitality Management

California State University, San Diego, CA | May 2015

KEY SKILLS

- Event sales negotiation
- Menu design & upselling
- Client prospecting & retention
- Cross-functional coordination with culinary teams

PROFESSIONAL EXPERIENCE

Catering Sales Manager | Wolfgang Puck Catering, Los Angeles, CA
April 2018 - Present

- Secured and executed 120+ corporate and social events annually, increasing bookings by 30% YOY.
- Developed bespoke menu packages that raised average event revenue by \$15,000.
- Cultivated relationships with key corporate clients, achieving a 40% repeat booking rate.

Catering Sales Coordinator | Aramark, San Diego, CA
June 2015 - March 2018

- Assisted in negotiating all aspects of event contracts, resulting in a 20% increase in contract value.
- Collaborated with culinary and operations teams to ensure seamless event execution, maintaining a 95% client satisfaction rating.
- Generated leads through networking events, adding 35 new clients in two years.

CERTIFICATIONS

- Certified Catering Sales Professional (CCSP), National Association for Catering and Events (NACE) | April 2017