

**Salvatore Morra**  
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## **EDUCATION**

University of Toronto

- Bachelor of Science, Economics and Human Biology Double Major

## **EMPLOYMENT EXPERIENCE**

### **Aria Ristorante, Toronto**

General Manager

Dec 2022 – Present

- Responsible for managing day-to-day restaurant operations with respect to all departments. Areas of accountability included the company's service package, 'front of house' labour, in-house staff promotions and incentives, staffing levels and turnover, server and host training & development, employee reviews, dining room cleanliness, and dinner/ late night sales building.
- Prepared weekly schedules for a front of house staff of 18 employees.
- Develop company monthly PNL, week labour and sales budget and targets.
- Provided staff with wine and service developmental seminars.
- Coordinating with Chef in respects to food cost, labour cost and menu development.
- Lead in the development of company corporate catering and event catering

### **L-Eat Group (L-eat Catering, L-Eat Express, L-Eat Market, Paese Ristorante) North York**

Director of Operation

Sept 2012-Dec 2022

- Responsible for overseeing and organizing the day-to-day operation of restaurant, catering and building operations
- Coordinating meetings with catering sales, kitchen and restaurant supervisors to discuss monthly and annual activities, discuss forecast and implement company targets and goal
- Build and revise company policies, health and safety, hr and operation and ensure their implementation and execution.
- Report to president and financial controller regarding month P&L as well as monthly and yearly targets and goals.

### **Houston Steak and Ribs, Toronto**

General Manager

Nov 10 – June 2012

- Responsible for managing day-to-day restaurant operations with respect to all departments. Areas of accountability included the company's service package, 'front of house' labour, in-house staff promotions and incentives, staffing levels and turnover, server and host training & development, employee reviews, dining room cleanliness, and dinner/ late night sales building.
- Prepared weekly schedules for a front of house staff of fifty employees. Calculated ongoing labour requirements. Able to reduce labour by over 6%.
- Motivating staff and instilling a team environment in the restaurant thru incentive and validation
- Developed a more effective in-house server training program to provide new employees with more practical application
- Provided staff with initial training and developmental seminars.
- Coordinating with Chef in respects to food cost, labour cost and menu development.
- Increased sales by 7% with a multitude of marketing and advertising tactics.
- Involved on the development, construction and opening of a new location in Barrie.

### **Canoe, Toronto**

Server

Oct 2009 - Nov 2010

- Displays excellent customer service skills in a fine dining environment
- Efficiently operates POS systems
- Wine service

- Delegating task to server assistant

### **Spezzo Ristorante and Wine Bar, Richmond Hill**

General Manager

Nov 03 – Sept 2009

- Responsible for managing day-to-day restaurant operations with respect to all departments. Areas of accountability included the company's service package, 'front of house' labour, in-house staff promotions and incentives, staffing levels and turnover, server and host training & development, employee reviews, dining room cleanliness, and dinner/ late night sales building.
- Prepared weekly schedules for a front of house staff of forty employees. Calculated ongoing labour requirements. Able to reduce labour by over 18%.
- For motivating staff and instilling a team environment in the restaurant
- Developed a more effective in-house server training program to provide new employees with more practical application
- Provided staff with initial training and developmental seminars.
- Coordinating with Chef in respects to food cost, labour cost and menu development.
- Restaurant Wine program development and composed a wine lists consisting of 216 labels and a variety of vintages and flights
- Increased sales by 40% with a multitude of marketing and advertising tactics.

### **SPECIAL PROJECTS**

**The Royal Agricultural Winter Fair** November 2012-2017

- Design, build and operation of 2 pop up restaurant/supper clubs in the Enercare center and Coca Cola Coliseum.

### **MENTORSHIP EXPERIENCE**

**Pasta World Championship** June 2019 - October 2019

- Mentored line cook in culinary technique, presentation, time management and interview for the representation in the 2019 Barilla Pasta world Championship Canadian edition (Ranked 1st)
- Continued training and traveled to Paris to represented Canada in the World Championship (Ranked Runner Up)

### **CERTIFICATIONS**

- Smart Serve Certified
- WSET 1, 2, 3
- Food Handler Certification
- CPR/AED LEVEL C