

PHILOSOPHY

"It's all about the food. A good manager will get out of the chef's way and let the food shine." Darin Smith

AREAS OF EXPERTISE

Food and beverage management
Hiring, supervision, and training
Purchasing and inventory management
Budgeting and effective cost control

EXECUTIVE QUALIFICATIONS

- Experienced General Manager with a passion for combining quality food and diverse menus with exceptional customer service.
- Confident leader who has served in every facet of the business, from the front to the back of the house.
- Self-motivated and focused with a powerful drive to succeed—at ease when working collectively with executive management.
- Highly focused, results-oriented professional with expertise in managing complex, chef-driven operations.
- Effective problem solver who is able to resolve issues before they become major roadblocks.

SUMMARY OF EXPERIENCE

KEY ACCOMPLISHMENTS

- History of successfully managing multi-unit, upscale, and volume restaurants and buffet operations generating millions of dollars in annual revenue.
- Turned around unprofitable operations by developing and implementing new processes, upgrading food service, and improving customer service.
- Built operations from scratch, including staffing, training, and operating policies and procedures.

OPERATIONS MANAGEMENT

- Accountable for strategic planning, profit and loss, cost control, budgeting, cash handling, and general record keeping.
- Maintained expenses at or below budget through accurate planning, purchasing, waste reduction, and cost-effective operating procedures.
- Recruited, hired, supervised, and motivated assistant managers, chefs, and 200+ staff members.
- Mentored and trained managers and chefs. Instituted high standards for the service staff.
- Developed innovative training programs that emphasized safety, organization, and the importance of exceptional customer service.
- Initiated systems of accountability, and perpetuated a firm, fair, and consistent management style that improved productivity and lowered turnover.

PURCHASING

- Estimated food and beverage costs, sourced suppliers, and purchased inventory, kitchen equipment, china, glass, and silver.
- Set product standards and ingredient specifications; structured purchasing and receiving processes and procedures.
- Solicited competitive bids and negotiated cost-effective contracts with major wholesale suppliers and boutique vendors.

WINE, SPIRITS, AND NONALCOHOLIC BEVERAGES

- Set standards, controls, and procedures for efficient beverage operations that consistently reduced liquor costs and excess inventory.
- Implemented a liquor pouring system that improved pouring accuracy and controlled costs.
- Served beverages in glassware that was appealing to customers while at the same time allowing cost-effective portion control.

CULINARY EXPERIENCE

- Managed the kitchens of fine-dining restaurants, including menu and recipe development, food preparation, and presentation.
- Planned and coordinated banquets, private/corporate parties, and off-site catering.
- Focused on highest quality ingredients and preparation, impeccable food appearance, and exquisite service.

EDUCATION

CULINARY INSTITUTE OF AMERICA (CIA), Hyde Park, New York
Associate of Science (1983)

**PROFESSIONAL
EXPERIENCE**

GENERAL MANAGER / OPERATING PARTNER, Outback Steakhouse, Denver, CO (2001 – 2007)
Took over a declining operation and turned it around, implementing standards that were higher than corporate expectations. Improved service and food quality, replaced service staff, and created new training programs. Expedited the food, checking every plate to ensure consistent products from the first customer to the last. Marketed this casual/family-style steakhouse by participating in community charity events, including golf tournaments, bike races, school career days, and athletic award banquets. Selected as Proprietor of the Year in 2005. Sold interest in the business at the end of the contract period when the company went private.

EXECUTIVE CHEF, The Peaks at Telluride, Telluride, Colorado (2000 – 2001)

Opened the culinary operations for this 181-room luxury alpine resort serving Rocky Mountain cuisine—staffed and furnished a kitchen serving two restaurants, purchased equipment, developed the menus and kitchen flow, set timing standards for cooks and servers, and created relationships with new vendors.

EXECUTIVE CHEF, The Lodge at Koele, Lanai City, Hawaii (1997 – 2000)

Recruited away from The Ritz Carlton and back to Rockresorts to manage the kitchen of a 102-room, world-class resort (#3 on the Zagat Survey of Top 50 Resorts). Rapidly promoted from Chef de Cuisine to Executive Chef after the departure of John Farnsworth. Oversaw the production of three sous chefs, an executive steward, and 40 employees. Prepared three meals a day in the formal dining room, in addition to private dining and banquets. Created a Guest Chef Program to promote the hotel with nationally known chefs such as Dean Fearing and George Marrone. Developed a Student Exchange Program to expand culinary education and a Community Farm Project that contracted with local growers for garden-fresh, organic produce.

“At the time of our visit and until recently, the kitchen was run by John Farnsworth, one of the most gifted chefs of his generation. His talent for using an amazing range of fresh ingredients, all local or homegrown, lives on in chef Darin Smith, who is creating the same deeply flavored, beautifully presented dishes.”
Suzanne Hamlin, Hawaii: Catch the Next Food Wave, **Food & Wine**, March 1999

“Since guests in both places have nowhere else to eat, the food at The Lodge and Manele Bay had better be good. And it is. Chef Darin Smith is intense. ‘In The Lodge’s fine dining room, I call my style Up Country Cooking. Continental on the terrace.’ Smith makes the most of culled Lanai venison, smokes his own salmon, pheasant, turkey, and marlin that’s startling. He raises his own pigs, keeps chickens for eggs, and grows papayas. Vegetables and herbs come from the hotel’s private gardens, goat cheese from a nearby island.” Kit Snedaker, **New York Post**, July 28, 1999

“All this serves as food for thought for Chef de Cuisine Darin Smith, whose extraordinary menus have been inspired by frequent visits to the fields. . . . Chef Smith manages to perk up even the mundane.”
Cheryl Chee Tsutsumi, The Great Escape, **Aloha**, March/April 1999

RESTAURANT CHEF, The Ritz Carlton Mauna Lani, Kawaihae, Hawaii (1996 – 1997)

Member of the opening team responsible for hiring, training, setting up, and organizing the culinary department and complete kitchen operations for the American Grill Restaurant (Zagat #16).

EXECUTIVE SOUS CHEF, Carambola Beach Resort and Golf Club, St. Croix, USVI (1994 – 1996)

SOUS CHEF, The Greenbrier Resort, White Sulphur Springs, West Virginia (1992 – 1994)

SOUS CHEF, Keystone Ski Resort and Lodge, Keystone, Colorado (1990 – 1992)

Managed the kitchen operations of these Rockresorts, Inc., properties during alternating winter and summer seasons. The Greenbrier was a Mobil Five-Star Resort (Zagat #18) with banquets and dining rooms that accommodated 1,500 guests. Worked under Hartmut Handke, a Certified Master Chef.