
HOSS BABAIE

Laguna Niguel, CA

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RESTAURANT OPERATIONS DIRECTOR Business Growth | Operations Management | Team Development

Seasoned Restaurant Operations Executive with a proven track record of achievement in reducing costs and streamlining productivity. Highly effective at multi-tasking in dynamic and complex environments. An adaptable leader, aware of the changing demands of guests and teams. Seeking a challenging leadership role to leverage my experience and drive business growth.

- Strategic Analysis
- Vendor Management
- Cost Control
- P&L Management
- Sales Growth
- Employee Development
- Employee Relations
- Recruiting
- Community Involvement

PROFESSIONAL EXPERIENCE

Center Bar & Grill | 2021 - Sold Jul 2023

President

- Negotiated, renovated, and reopened a location that had been closed for 3 years.
- Prepared annual operating budgets and ensured adherence accordingly.
- Recruited, trained, and built the entire team.
- Full menu development.
- Managed and oversaw day-to-day operations, including but not limited to scheduling, team development, ordering, inventory, food safety, guest satisfaction scores, P&L, and budgeting.

Harbor Coast Investment. Inc. & Arcadia Investment Inc. | 2020 - 2021

Restaurant Financial Consultant

- Hands-on consulting for various restaurant operations, including El Pollo Loco, Johnny Rockets, and Pieology Pizzeria.
- Administered financial and budget activities to maximize profitability and investments.
- Synthesized expansion plans and advised on NRO locations.
- Reported directly to the President on measurable strategies to improve top-line growth and bottom-line profits.

Specialty Catering & Dining Services Corporation. | 2006 - 2020

President and CEO

- Awarded the U.S. Navy's Moral Welfare Recreation (MWR) Food and Beverage contract for Cypress, California's most prestigious golf course and clubhouse, and the U.S. Naval Base in Seal Beach, CA.
- Successfully managed the day-to-day operations of a state-of-the-art restaurant and clubhouse/event facility, offering both fine and casual dining options.
- Hosted many change of commands within the Navy (south west region) and Army
- Maintained high annual sales volumes with consistent industry-leading profit margins.
- Awarded two additional dining facilities at the Point Loma and San Diego U.S. Naval Bases due to the successes of the Cypress and Seal Beach locations.
- Led all marketing efforts surrounding promoting various functions and special events.

Bleeker St. Restaurant | 2011 - 2013

COO and Co-owner

- Oversaw day-to-day operations and focused on strengthening the company's profit and loss statement.
- Achieved increased revenues and profits YOY.
- Coached, developed, and facilitated training for all team members.
- Instituted daily SOPs and safety protocols and verified compliance with federal and state laws regarding health, safety, and alcohol awareness.

Specialty Restaurants | 1985 - 2006

VP of Operations

- Progressed from floor to Bar Manager to GM to District Manager to Regional Manager to VPO.
- Spearheaded operations for more than thirty restaurants across many states within this industry-leading restaurant group, specializing in upscale dining coupled with high-volume private catering and events.
- Successfully increased sales by 13% from 1995 to 2006, contributing to the company's annual revenue exceeding \$120 million.
- Demonstrated exceptional critical thinking skills, leading to the successful turnaround of several underperforming locations.
- Implemented targeted marketing initiatives, sales training programs, and community involvement, resulting in significant sales growth.
- Managed over one hundred senior personnel and oversaw staff ranging between 100-150 per restaurant.
- Led facility construction projects and lease negotiations while establishing positive relationships with property owners.

EDUCATION & CREDENTIALS

BS Mechanical Engineering, Sacramento State University.

MBA Industrial & Systems Engineering, San Jose State University.

PROFESSIONAL HIGHLIGHTS/AWARDS

California Restaurant Association (Board Member, Orange County chapter).

Member, Chamber of Commerce: Granada Hills, Marina Del Ray, San Pedro, Monterey Park, Cypress, Los Alamitos, and Seal Beach.

Member, Police Officer Association Long Beach (2004-present).

PROFESSIONAL REFERENCES

John Tallichet - CEO, Specialty Restaurants. (714) 279-6100

Essie Nabi - CEO, Caspian Restaurant Group (714) 608-3237

Alex Ghomi- President, Harbor Coast Investment (949) 292-2701

Additional references available upon request