



CHRISTOPHER L. KATON

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WHO AM I?

I'm Sarah and Amanda's Dad. Professional soup taster, wine cellar tour guide and hospitality specialist. I have a passion for providing outrageous guest service. I'm the public face of the company, serving as point person for marketing, public relations and community events. I'm good with numbers and am fascinated by trends. I tweet, love my I-Tunes and like to jog before breakfast. I'm from Boston and will drop an accent on you because we love our sports and I'm proud of my past. My wife Karla is CPA @ Gulfstream in Savannah and will hate that I've shared this story today. I'm an optimist and have been burned a few times, but I don't hold a grudge. I don't manage by yelling. I manage by doing and teaching others how to do.

PROFESSIONAL EXPERIENCE

Michael Anthony's Cucina Italiana
Director of Business Development

Hilton Head Island, SC
May 2012 – Present

Responsible for the development and execution of our Visiting Guest Chef program at Michael Anthony's Culinary Center. Our Tuscan-farmhouse inspired country kitchen is outfitted with state-of-the-art Thermador appliances and amenities. I have recruited chefs from a dozen local restaurants to perform demonstration and hands-on style cooking classes

I am the public face of our company, facilitating community outreach projects such as participation in the Italian Heritage Festival, HHI Motoring Festival and Taste of the Season, among others

Additional duties include facilitating a new Enoteca-style late night bar menu; providing strategies for growing sales in our Specialty Foods Market.; maintenance of @maci_hhi Social Media accounts including Facebook, Twitter and Pinterest; and assisting in daily restaurant operations

Recognized by OpenTable diners as "Best Italian Restaurant" in the state of South Carolina; "Best Overall Restaurant" on Hilton Head Island; and "Top 50 Italian Restaurants" in the United States. Voted "Best Italian" Island Packet Reader's Choice Awards; "Best Italian" Hilton Head Monthly

Sysco Food Service
Marketing Associate

Savannah, GA
March 2011 – November 2011

Responsible for territory street sales for Tybee Island and Wilmington Island, GA
Established excellent working relationships servicing more than 30 diverse accounts
Showed ability to grow year-over-year sales, while becoming proficient in all Sysco daily operations

Aqua Grille & Lounge
General Manager

Hilton Head Island, SC
April 2006 – November 2010

Managed daily operations at family owned and operated oceanfront restaurant specializing in fresh seafood, award winning wine cellar and personal, attentive service

Developed all financial reports: Annual Budget, Monthly P&L, Weekly Sales & Labor Forecast, Payroll and Scheduling. Utilized Daily Labor Control, Monthly Inventory Programs

Coordinated all restaurant operations providing fine dining service, wedding & special event planning, rehearsal dinners, corporate functions, monthly wine & food pairing dinners

Demonstrate ability to make decisive decisions quickly and efficiently

Exhibit project management skills sufficient to manage more than one project at a time

: Strong computer skills. Daily maintenance of @AquaHiltonHead Social Media program. Proficient in Microsoft Office platforms including Adobe, Photoshop, Word, Excel and QuickBooks

Brinker International—Chili's Bar & Grill
General Manager

Brockton, MA
January 2005 – March 2006

Managed Daily Operations during construction of our restaurant on Hilton Head Island.
Selected to represent district at Managing Partner Conference in Las Vegas, NV - November 2005
Experience negotiating new vendor contracts, menu analysis, budget preparation, quarterly reviews

Waybury Inn
Service Manager

Middlebury, VT Guest
November 2003 – December 2004

Responsible for staff training and guest service at historic country inn. Developed and implemented service initiatives / new-hire training program to reduce turnover and improve operational efficiency

Perry's Fish House
Manager

Burlington, VT General
November 2002 – October 2003

Managed daily operations; Negotiated vendor pricing; Established new-hire mentoring program

Legal Seafoods
General Manager

Boston, MA
April 1998 – September 2002

Kendall Square, Cambridge MA – Annual Sales \$9,000,000; Copley Place, Boston MA – \$5,500,000
Recognized by VP Operations following 9/11 tragedy for operating a sales building environment

Assistant GM/ Training Manager

Responsible for daily execution of 12-week Management Training & Development Program for all new managers to the company. Charter member of Managers President Advisory Council (MPAC) serving as liaison between President Roger Berkowitz and restaurant management team

Massachusetts State House
Legislative Aide, Rep. Kevin Honan; Chairman, Boston Delegation

Boston, MA
June 1997 – March 1998

Responsible for speech writing; television, radio and print media relations; Served as Representative's designee during regular meetings with Boston Mayor Thomas Menino, Senator Ted Kennedy, Daily Senate & House Chamber meetings; Legislative research in House library

Falmouth Enterprise
Staff Reporter

Falmouth, MA
January 1994 – June 1997

General staff reporter. Features writer. Freelance photographer. Proven ability to work on multiple projects in a highly time sensitive environment. Excel working under pressure and on deadline

EDUCATION

Worcester State College
Bachelor of Arts Degree, English
Concentration in Journalism/ Communications

Worcester, MA
September 1988 – May 1993

PROFESSIONAL CERTIFICATIONS

Massachusetts, Vermont, South Carolina Liquor Commission
ServSafe Certified 1998, 2003, 2008
American Red Cross Adult & Infant CPR / Basic First Aid

PROFESSIONAL AFFILIATIONS

Hilton Head Island Hospitality Association, Executive Board 2010, 2011
Hilton Head Island Wine & Food Festival, Grand Wine Tasting, Chairman 2011
Hilton Head Island Seafood, Jazz & Brew Festival, Steering Committee 2009, 2010
Hilton Head Island Chamber of Commerce, Taste of the Season Committee 2010
Chaine des Rotisseurs; American Culinary Federation; American Institute of Wine & Food

HONORS AND AWARDS

Received Legal Sea Foods President's Award "Manager of the Year" in November 2000 for receiving most guest compliments in the company

Aqua Grille & Lounge was recognized nationally by: Wall Street Journal; USA Today; Fodor's Travel Guide; Wine Spectator Magazine; Men's Health Magazine; Shape Magazine

Open Table, Diner's Choice Award Winner, 2009/ 2010

Host Restaurant, Hilton Head Island Wine & Food Festival, 2009

Best of Hilton Head Island, US Commerce Department, 2009/ 2010

Selected for business partnership program with Sysco Foods, involving a year-long mentoring program negotiating new vendor contracts, menu cost analysis, budget preparation, quarterly reviews

CHARACTER REFERENCES

Kevin Richardson – affiliation; General Manager, Legal Sea Foods – Boston, MA
617-719-3637 hawkconcepts@hotmail.com ; new role: Area Director, Dunkin Donuts

Ken Nason – affiliation; Vice President of Sales, Westin Resort – Hilton Head Island, SC
843-290-7725 kennethnason1@gmail.com ; new role: Vice President of Sales, One Ocean Resort

Michael Tones – affiliation; Regional Sales Manager, Sysco Food Service – Savannah, GA
904-524-1865 mikejoeny@gmail.com ; new role: Business Development, Cheney Foodservice

Daniel Moscar – affiliation; General Manager, Heritage Golf Group – Hilton Head Island, SC
843-388-8217 danmoscar@yahoo.com

Holly Bounds Jackson – affiliation; Anchor / Reporter WSAV Television – Savannah, GA
843-422-6077 hbounds@wsav.com

Eric Seaglund – affiliation; Executive Chef Chart House Restaurant – Hilton Head Island, SC
843-816-2032 chhexch@ldry.com

Charlie Clark – affiliation; Director of Communications, Hilton Head Island Chamber of Commerce
800-523-3373 cclark@hiltonheadisland.org

SAMPLE OF PROFESSIONAL RECOMMENDATIONS ON LINKEDIN

“Chris is a highly motivated professional with great people skills and brings passion to all he does. The level of personalized service that Chris brings to all that he does is outstanding.” [Robert Parody](#), *Director of Food and Beverage, Sea Pines Country Club*

“I have known Chris to be an outstanding friend and colleague for many years. His dedication to excellence, remarkable work ethic and winning personality are key characteristics in Chris's skill set. He would quickly be a quality asset on any team that would have him aboard.” [Rich Faulkner](#), *HW / SW QA Eng Group Leader, EMC*

“Mr. Katon has always provided me with exceptional service. His catering and event management has always led to a successful golf event. Our guests have always enjoyed an incredible meal during and after events. Mr. Katon's restaurant has always provided my guests and me with impeccable service. We have always felt as if we were part of the family when dining. The wine selections and personal service made the experience complete. Thank you for the years of wonderful memories.”

Top qualities: Personable, Expert, High Integrity [Chad A. Dally](#), hired Chris as a Catering and Restaurant Events in 2007, and hired Chris more than once.