Name: Joe Murphy

Nationality: Irish

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**Career History**.

Feb October 2016 Durty Nelly’s

Jan 2015 to Nov 2015 Durty Nellys M**4 to Nov 2014**  **Returned to Mallorca working in Durty Nellys**

**April 2011 – March 2014 General Manager & Liscencee The White Bear, Shipston on Stour**

Manager, then Liscencee in 8bedroomed pub with function Room, resteraunt and Bar

Overall responsibility for P and L and Wage percentage.

Multi facet venue with rooms, Food and Drink.

Loss indentification implemented along with staff training and cocktail list creation.

Use of Social Media to advertise upcoming Events be in Live or Sports based.

**Jan 2011 – March 2011 General Manager, Maloney’s, Windsor**

Managed Maloneys on a percentage, based on gross weekly take.

Overall responsibility for staff retention and training and Customer satisfaction.

Small local venue with live Sports on two Big Screens

**June 2010 – Jan 2011 Bars Manager, Hms President, Victoria Embankment**

Oversaw all Bars aboard a moored ship on the Thames.

Event Venue for Weddings, Corporate events and Live gigs.

Part of a relaunch and rebrand in Oct 2010, with creation of New lines of Wines, Spirits and Cocktail list.

All Staff management on shift and Duty Management when required.

**October 2009 – April 2010 General Manager Elbow Rooms, Westbourne Grove**

Brought in to take a loss producing Business abck to profitability.

Overall responsibility for P and L accounts and maximizing revenue.

Building and Leading a new Team with training and incentives.

Marketing for the business including Social Media.

Maintintance of all equipment including Pool Tables.

Stock Control and Loss management implemented. Turned from £3000 loss in September to £8000 profit in December.

**June 2008 – Sept 2009 – Supervisor – Mulligans of Mayfair, London**

On Shift Supervisor of Mon – Fri operation and Keyholder

Split level Resteraunt and Bar with heavy luchtime trade for local businesses.

Management of All staff on shift , Cash and Stock Control

###### Assistant Manager Henneseys Irish Pub, Kingsbury London

**July 2007- Jan 2008**

Assitant Manager and keyholder for Irish Group in North London.

Running shifts and Organising Rosters

Advertising Spoting Diary – 7 Different Screens with 6 different Satellite recievers

Organizing Weekly Entertainment for Saturday Nights

Weekly Darts events and member of League Team

**Genaeral Manager – Earth Nightclub,Cork, Ireland**

**June 2006 – Jan 2007**

25,000 sq ft Nightclub Clomplex, 1140 Capacity/ Fire Limit

Started as GM at the Old Blu Bambu site and had to create a new and Vibrante Club in the area. Have had major success with both staffing and customer base converting a venue that had 200 customers through the doors in June to having 3,000 in October. Now have Major contacts within the bookings areana and an extensive knowledge of Marketing a launch of a venue.

**Key Duties Include:**

* Managing Costs of the Venue
* Profit and Loss analysis
* Major International Star Booking
* Liasing with Public and Civic Bodies
* All Aspects of Security
* Maintaining and growing base line profit margins
* Managing a staff of 45 not including external Security Firm

**Bars Manager / Assistant General Manager**

###### Mardyke Entertainment Complex, Cork Dec 2002 – June 2006

34,000 Sq ft Venue, 1190 Capacity / Fire Limit.

Started with the Mardyke Complex as a Supervisor and quickly progressed to a valued member of the Management Team. Reported directly to the General Manager and responsible for the management of up to 35 staff on shift including 4 Supervisors and Duty Managers. Complete venue management in the General Managers absence; strong focus on Operational Management and commercial development of the 3 bars over the years.

**Key Duties Include**:

* Stock & Waste Management
* Management of all staff, incl floor staff, bar staff, supervisors and Duty Management.
* Staff recruitment
* Loss Identifications & managing shrinkage
* Staffing Levels – including all rosters, % hours, holidays & sickness cover.
* Staff training & inductions; incl Bar Service training & implementing Buddy System
* Risk assessments
* Cash Procedures & admin; end of shift cash up and daily cash control
* Maintenance of Beer products and Equipment
* HACCP
* Legal and Licensing Requirements
* Oversee door staff, liaising with 3rd party companies in this regard
* Liaise with Marketing Manager to ensure events are marketed and promoted.
* Organise and book relevant DJs / Entertainment for all bars.
* Competitor analysis
* Complete administration & staff training in areas of Fire Safety, Security, Manual Handling, Product competency, Audits and Health & Safety.

**Key Achievements Include:**

* Set up, oversee and manage key events such as:
* CIT Ragfest and Freshers Ball
* UCC Ragfest
* Cork Jazz Weekend
* Various Bank Holiday Weekends where we would always have a 2am extension.
* Introduction of Cocktail menu into bars; in association with The Perfect Drinks Company
* Liaising with Builders, Contractors & Directors in relation to the redevelopment of Bar-Bucha
* Oversee project management of Voodoo Bar, in relation to layout, coldroom, product range, look and feel of the outlet.
* Assisted with the successful implementation of Smoking Area in light of Smoking Ban implemented by the Government.

**Yates Wine Lodge, Jameson Street, Hull, UK**

**Bar Supervisor Nov 01 – May 2002**

Venue Capacity: 450

**Durty Nelly's Irish Pub, Santa Ponsa, Mallorca**

**Bar Manager April 00 – Oct 2000**

Venue Capacity: 250 **April 01 - Oct 2001**

**MacGowan's Irish Pub, Frankfurt, Germany**

**Bar Supervisor & Key holder Nov 99 – April 2000**

Venue Capacity: 200 **Nov 00 – April 2001**

Within these roles, I developed my experience within different types of bars, whilst learning the importance of effective staff supervision, bar standards & customer service.

**Training & Education**:

Leaving Certificate – Bishopstown Community School.

Hospitality Trainee Management Programme - FAS

 Cork Drug Awareness Programme 2005

 Managing People Skills 2005

 Basic Food Hygiene & Health and Safety Cert.

 Grade 1 - Guinness Customer Service course

 Training & Development Cert 1996

 Production Management Cert 1996

**Hobbies & Interests**

Cricket – Squad member of Irish U18 & U21 team. Played for Cork County Cricket team.

Keen interest in travel, and enjoy socialising in my spare time.

**Referees available on request**

**Iul O Choirbhin , Durty Nellys 0034609627782**

**Mark Wardle The White Bear 00447720635007**

**Shaun Waters HMS President 004420 7583 1918**

**Billy Kirwin The Mardyke 021 4273000**