



Martin Miretti

Operations / Management / Finance

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Gender: Male | Birth: 05/28/1985

PROFESSIONAL SUMMARY

Versatile and highly accomplished in the Food & Wine industry, with 20 years of experience. Equipped with the knack of functional management along with the practical experience in the analysis, development, and implementation of strategic plans and policies to ensure organizational growth, targeting maximum profitability & cost-effectiveness. Proven success leading commercial operations, participating in all financial and accounting aspects of companies, strategic and directing planning, implementation of processes, supply chain, talent management, and marketing. Distinctive problem solver with acute analytical skills and impeccable business judgment. Key role directing and developing teamwork and business development. Dedicated and focused; able to prioritize and complete multiple tasks and follow through to achieve project goals. Social Development & Sustainability Advocate. Articulate communicator, fluent in English and Spanish with intermediate knowledge of Brazilian Portuguese and Italian.

PROFESSIONAL QUALIFICATIONS, KNOWLEDGE, SKILLS, AND ABILITIES

- Demonstrated expertise in mobilizing and managing financial resources to meet company's long and short-term financial needs. Proven ability to think strategically, overcome obstacles, and initiate action to achieve extraordinary results.
- Resourceful, outside-the-box strategic thinker with outstanding problem-solving ability, and adept at managing multiple projects simultaneously while meeting all deadlines.
- Detail-oriented with a proven ability to demonstrate flawless execution of innovative strategies. A roll-up your sleeves mentality, can-do attitude, and a strong work ethic.
- Well organized with the ability to perform under pressure. Thrive in a challenging, fast-paced environment to deliver breakthrough results.
- Team leading and team organizer. Ability to delegate, supervise, connect working groups and motivate team members to excel. Representing interests' and team needs.
- Professional Sommelier Degree by the Mexican Association of Sommeliers, WSET2 and WSET3 (pending).

EXPERTISE

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| • Client and Supplier Relationship Builder | • Proactive Environment Generator | • Staff Coordination and Planning |
| • Top Strategic Partnerships | • Business Development | • Financial Planning/Management |
| • Sustainable Cash Flow | • Strategic Negotiations | • International Business |
| • Supply Chain Deployment | • Cost Analysis & Reduction | • Profitability |
| • Cloud Financial Reporting | • Business Analytics | • Risk Management |
| • Team Building & Motivation | • Problem Solving & Communication | • Continuous Improvement |
| • Representing and Promoting F/W | • Ambassador for Multiple Brands | • Event Coordination |

WORK EXPERIENCE

Jun 2023 – Dec 2023

Orchid House Hotels

Coorporate Director of Food and Beverages

Operations evaluations, processes, and operation manuals.

Menu design, wine menu, POS systems, digital menus.

Personnel training with WSET wine service protocol.

Suppliers review, costs, and supply chain.

Implementation of technologies for efficiency, efficacy and sales growth.

Jan 2019 – May 2022

Rancho Pitzotl - Organic Mexican Black Pig Farming

Head of Finance and Management

- Development of the business plan and strategy with financial viability. Elaboration and implementation of a financial model and business plan with great upside in net value vs investment.

Jan – Dec 2018

Instituto Nacional de Economía Social (INAES) – Institute of Social Economics

State Delegate

- Managed State Office and supervised and helped productive projects in agroindustry. Developed with INEGI a collaboration for mapping virtually the industry. Delivered a best practices book with more than 200 projects and successful cases. Structured subsidized help for strategic projects and found networking within the industry to maximize their financial and operational profits.

Oct 2011 – Dec 2017

Las Leñas Group - Restaurants, events, catering & wine

Head of Finance and Management

- Control in all aspects of finances and management. Restructure and redesign purchases, increase quality, reduce costs, maximize profits, negotiated financial commissions, shopping procedures, and follow up with customers. Development of the financial strategy for increasing profits. Leadership in employee groups, maximization of labor, and efficiency and productivity. Cloud-based reporting sales and accounting.

Feb – Sep 2011

Secretary for Social Development (Sedesol)

Advisor for the Office of the Secretary – Youth and Sustainability

- Coordination of policies within the Bureau. Design of creative schemes for promotion of youth in Social Development. Designed a communication scheme with the UN Program on Youth. Advisory for NGOs on Social Development and Youth. Developed platforms for stats and information on SD through INEGI and Coneval to promote public policy.

Sep 2008 – Jan 2011

PIDES AC - NGO focused on youth and sustainability

Cofounder & Codirector

- Management of Mexico City office and assigned projects. Creation of links with the United Nations system. Coordination of Volunteering and development activities for best practices. Development of workforces for embassies and coordinate projects with the UNFPA, The World Youth Conference, The Climate Change Conferences (UNFCCC), and activities with the Secretary General of the UN.

EDUCATION

DEGREE & MASTERS

ITAM

Bachelor's in International Relations
Degree specialized in International Business

2003 - 2008

ITESM

Master's in Business Administration
MBA specialized in Finance

2020 - 2022

FOOD & WINE

Profesional Sommelier Formation
Mexican Association of Sommeliers
Centro Culinario Ambrosía

2012 - 2014

Certified Sommelier in Wines, WSET

2023

LANGUAGES:

- **Spanish:** Native
- **English:** Bilingual - CAE, TOEFL (660) & IELTS (Band 8)
- **Brazilian Portuguese:** Casa do Brasil IE3 – Intermediate.
- **Italian:** Intermediate.

CONFERENCES & VOLUNTEERING

- Profesional Sommelier Formation given by Centro Culinario Ambrosía and the AMS 2012 – 2014.
- Vice-president of the Restaurant Chamber in Morelos, specializing in Economic Development, 2013-2020.
- International Relations and PR Director for the Gastronomic Festival: Sabores Morelos. 2013-2017.
- Multiple participations in Conferences (Climate, Youth, Sustainability, Disarmament and Development) in the United Nations, South Africa, Latin America, Europe, Asia.
- Climate Generation Champion and Director of Volunteering for the United Nations Population Fund.

SOFTWARE:

- Microsoft Office with advanced knowledge in Excel (Macros, Pivot Tables, stat packs, formulas, graphs) in Windows & Mac, and others such as Pages, Numbers & Keynote.
- Math and Statistical Packages, like SPSS, Matlab & Maple.
- Cloud Management & Financing, Points of Sale, Finance Systems CRM & ER, MEXGAAP-USGAAP
- Project Management Tools: Asana, Monday, Trello, Oracle.