

# DEL BARON

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**OBJECTIVE:** To work for an industry leader to help increase profitability, customer satisfaction / loyalty.

**QUALIFICATIONS:** A rewarding career spanning over 25+ years in sales, management, marketing, manufacturing, filming, and the hospitality industries. Proven ability to thoroughly research and analyze a company's current situation and implement sales strategies to help accomplish increased sales and operations. I work well alone or with other professional team members. Have always accomplished both short term and long-term company goals. A proven team leader who is highly motivated, extremely organized, punctual and a self-starter, with great attention to details.

## EMPLOYMENT

- 2021-2021      Transportation / Craft Services – Condor's Nest**
- Transport talent, hair and makeup and picture car trailers
  - Precision driving of picture car trailer for filming
  - Set up base camp, tables and chairs, power supply
  - Set up craft service and replenish as needed
  - Coordinate food orders and delivery with caterer
  - Assist Health and Safety Supervisor with Covid testing and protocol
- 2019-2019      Caterer, The Farmer, and the Belle**
- Plan, prepare and cook for the cast and crew of 35-80 people
  - Shop and budget for 3 meals a day, 7 days a week for the entire production
  - Coordinate the volunteer team and meals
  - Set up buffet and replenish as needed
- 2012-2022      Bartender / Server / Cook, Middle of the Island Catering – Wilmington, NC**
- Set up banquet tables with china, silverware, and glassware.
  - Set up buffet tables, tea station, action station and breakdown station.
  - Set up full bar with either client's or catering companies' alcohol.
  - Followed catering contract to ensure proper food and times are followed.
  - Load / unload trucks to ensure proper equipment going out to the event and returning to the catering kitchen.
  - Drive company trucks to deliver "drop off" catered meals.
  - Set up tables and chairs at the event venue when needed.
  - Cook on site catering when mobile trailer is used.
- 2016 – 2019      Starwood Film Catering – Savannah, GA**
- Cooked / Catered 3 meals a day for the film "Farmer and the Belle" (2019)
  - Catered on the entire filming of the feature film "Baywatch" (2016)
  - Catered the TV series called "Underground". (WGN TV 2016)
  - Catered the TV series called "Living the Dream". (STAR TV 2017)
  - Set up and decorated drink station, salad bar, dessert, and action stations.
  - Work closely with chefs to insure special dietary meals are prepared for both VIP cast and crew.
  - Served cast, crew, background extras and VIPs two meals each day for entire productions. (Between 50 to 300 people each day)
  - Handled all special requests and food ordering for front of the house.
  - Maintained equipment in the dining tent and mobile catering truck.

- Remained flexible for the constant changes on both the serving times and filming locations.
- Set up banquet tents with tables, chairs, chafers, food and serving utensils.
- Assisted Chef in kitchen food prep when needed.

**2017 – 2017 Production Coordinator, Lighthouse Films, Tampa, FL**

- Worked 3 months in the production office on the full-length feature film call “The Favorite”.
- Coordinated all cast / crew housing and transportation.
- Set up and coordinated all volunteer catered meals with local churches.
- Coordinated all contracts, payroll, and office supplies / equipment.
- Rented all equipment, rental cars and on set equipment for production.
- Managed the office staff, volunteers and on set interns
- Acted as a Consultant to the producers on SAG contracts, cast deal memos, local press, and distribution options.
- Prepared, reviewed, distributed, and filed all paperwork.

**2012 – Present Exec. Producer/ Line Producer, “Adrenaline” the Movie – Wilmington, NC**

- Handled all contracts, budgeting, hiring and management, for the full-length film called ‘Adrenaline’.
- Secured and managed the budget for the film’s entire production.
- Worked to secure and contract all filming locations.
- Finalized all scheduling, flights, hotels and catering for the cast and crew.
- Worked with transportation department to ensure all production trucks and prop cars were delivered, returned, and secured, while on set.
- Worked to secure and contract both domestic and foreign distribution.
- Continue to monitor the marketing and sales of the movie, with the Distribution Company.
- Worked with accountant on payroll, sales, property, and corporate taxes.

**2007 – 2012 Catering Sales Manager, River Landing Country Club – Wallace, NC**

- Increased sales from \$300,000 in 2007, to over \$1,000,000 in sales in 2011.
- Increased weddings booked from less than 10 in 2007 to over 50 in 2011.
- Hired and managed a team of 8 to 15 staff (some seasonal) including Event Coordinator, Banquet Manager, Banquet Captains, Servers, and Bartenders.
- Managed all catering sales for 4 different venues totaling over 50,000 square feet of both indoor and outdoor catering space.
- Managed all catering for the Club golf tournaments and River Landing member functions.
- Conducted both over the phone and in person sales calls for on and off- site non-member events including civic, business, government, church, and non-profit fund raisers.
- Worked closely with local Chamber of Commerce, Tourism Boards, City and County Council members and Economic Development Committees to increase business to River Landing and Duplin County, NC.
- Worked with the in-house marketing department on all advertising in local and regional publications.
- Set up and attended trade shows and company sales events.

**2001-2007 VP of Operations, Sof Solutions, Inc. - Bluffdale, UT**

- Increased Company revenue from 1.2 million to over 4 million.
- Increased company suppliers from 24 regional locations to 55 national and international locations.

- Managed a staff of 8 including Office Manager., Warehouse Manager, Customer Service Reps, Accountant and Receptionist.
- Coordinated the scheduling of all the deliveries of the Engineered Wood Fiber product to playgrounds in all 50 states and Canada.
- Solicited, contracted and managed all 55 of the company’s playground surfacing manufactures across the US and parts of Canada.
- Oversaw and performed the government testing of the “Sof’Fall” Wood Fiber product for ASTM standards and the IPEMA certification.
- Assisted the Company’s President with marketing material, trade shows, sales presentations, policies and procedures, goal setting and employee’s evaluations and reviews.
- Traveled the entire United States and Canada to recruit new sales reps and conducted on site sales training.
- Made sales presentation at the National Recreation and Playground Association Conference held annually
- Coordinated the companies’ “Top Producers” award sales trip held in Cancun Mexico during the winter of 2006.

**2000-2002 Diamond Lil’s Steakhouse - West Jordan, UT**

**1998-2001 Owner, Boomerang Tours, Inc. Riverton, UT**

**1994 – 1998 Conference Sales Manager, Deer Valley Ski Resort- Park City, UT**

**1988 – 1994 Executive Sales Manager, Red Lion Hotel-Salt Lake City, UT (now a Hilton)**

1985 - 1988 Banquet Captain / Waiter, Snowbird Ski Resort – Snowbird, UT  
 1982 - 1983 Bartender / Waiter, Palm Desert Resort – Palm Springs, CA  
 1980 - 1984 Bartender / Waiter, Mission Hills Country Club – Palm Springs, CA

**EDUCATION**

1973-1977 High School Diploma, Blackfoot High School – Blackfoot, Idaho  
 1977 -1979 Business Management, Ricks College (BYU Idaho) Rexburg, Idaho

QuickBooks, Word Perfect, MS Office, Excel and social media.

**CERTIFICATIONS**

National Playground Safety Inspector Certification  
 TIPS & SIPS (Alcohol Server Certification)  
 Food Handlers Permit (ServeSafe Certification)  
 “Why Customers Buy” Red Lion Hotel sales training course

**ASSOCIATIONS**

Global Education Ministries - Director  
 American Cancer Society- volunteer  
 Cape Fear Wedding Association – member  
 Cornerstone CDC – volunteer  
 Powerhouse Youth Connection – volunteer  
 Mission Ready – volunteer  
 Boy Scout Troop 296 leader

Salary requirements and professional / personnel references available upon request.