

JESSICA LANG

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A Catering Director with 10+ years of experience specializing in hospitality management, client relations, account management, and business development. A strong history of planning and executing large events for corporate clients with up to 800 guests. Adept at building and leading high-performance teams and developing long-term relationships with customer accounts.

PROFESSIONAL EXPERIENCE

CATERING DIRECTOR

Premiere Caterers, Nashville, TN | May 2016 – Present

- Oversee 80+ active clients and corporate accounts generating over \$2.5M in annual revenue, execute corporate events with up to 800 attendees, build and develop client relationships, and lead initiatives to close new business and expand territory growth
- Manage a catering team of 30+ servers and provide training in customer service techniques, client relations, and food safety protocols
- Identify opportunities to reduce operational expenses and food costs by 10% for events by enhancing resource allocation and performing vendor negotiations

CATERING MANAGER

Catering Event Pros, Nashville, TN | May 2011 – May 2016

- Interfaced with 30-40 active client accounts to plan and execute 300-person events, which included developing menus based on guest specifications, coordinating catering teams, and planning logistics for event setup and breakdown
- Conducted negotiations with vendors for event equipment, supplies, and food product
- Coordinated with the catering director to develop and manage a \$700K annual budget

EDUCATION

BACHELOR OF SCIENCE (B.S.) TOURISM & HOSPITALITY

University of Tennessee, Nashville, TN | September 2007 - May 2011

KEY SKILLS

- Event Management
- Catering Services
- Account Management
- Strategic Planning
- Logistics

CERTIFICATIONS

- ServSafe Certification, 2011