

Natalie Brooks

Food & Beverage Manager | Hotel Dining, Banquets & Beverage Programs

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+5 pts	21%	\$7.5M	90
F&B PROFIT MARGIN	BEVERAGE COST	ANNUAL F&B REVENUE	STAFF LED

SUMMARY

Food and Beverage Manager with 3.5 years of experience leading restaurant, bar, and banquet operations for a 350-room hotel with \$7.5M in annual F&B revenue. Managed 90 staff, improved F&B profit margin by 5 points, and cut beverage cost to 21%. Skilled in budgeting, cost control, event execution, and team development.

SKILLS

F&B Management: P&L Management, Cost of Goods Control, Menu Engineering, Banquet & Catering Operations, Beverage Programs, Room Service, Labor Planning, Vendor Contracts
Leadership & Compliance: Team Leadership (90 Staff), Training, Health & Safety, Alcohol Compliance, Guest Recovery, Event Coordination
Systems: Micros, Birchstreet, Delphi, Kronos, Excel (Advanced), Microsoft 365

EXPERIENCE

Food & Beverage Manager Jan 2024 – Present

Music City Grand Hotel — Nashville, TN

- Lead two restaurants, a lobby bar, room service, and banquets generating \$7.5M in annual revenue with 90 staff.
- Improved F&B profit margin by 5 points through menu engineering, portion control, and vendor renegotiation.
- Reduced beverage cost from 26% to 21% by implementing weekly bar inventories and pour-cost controls.
- Executed 320+ banquets and events (up to 500 guests) with an average client satisfaction of 4.8/5.
- Developed department managers and promoted 3 supervisors; reduced F&B turnover by 15%.

Assistant F&B Manager Jul 2022 – Dec 2023

Cumberland Riverside Hotel — Nashville, TN

- Supervised restaurant and banquet service for 120 daily covers and weekend events.
- Built a signature cocktail program that increased bar revenue by 18%.
- Managed schedules and payroll for 45 hourly employees within budget.

HIGHLIGHTS

F&B Department of the Year 2024; led pre-opening for a rooftop bar generating \$620K in its first year.

EDUCATION

Bachelor of Science in Hospitality & Tourism Management

Middle Tennessee State University —
Murfreesboro, TN
2022 | GPA 3.5

CERTIFICATIONS

- ServSafe Food Protection Manager
- TIPS Alcohol Certification
- Certified Food and Beverage Executive (CFBE) — in progress