

GAVIN GRAY

CAREER OVERVIEW

I started my career as a chef in 1992 working at Catalina in Rosebay. From Catalina, I moved into the head chefs position at Taylor Square. In 1999 I moved kitchens and took on the head chef position at the Clovelly Hotel where I worked for 6 years managing the kitchen operations, where average week sales were between \$40,000 - \$60,000 per week and during December and January weekly sales were in excess of \$80,000 per week.

In 2005 I was successful in securing the catering lease for the Cabana Bar & Lounge where I successfully ran my own business, with a staff of 20 people for two years. The annual turnover was in excess of \$1.3M.

In 2007 I invested in Vic's Premium Quality Meat Singapore and became a 50% shareholder. I re-located to Singapore and established the business, which included finding a suitable factory in the right area of Singapore, overseeing the fit-out of the chillers and production rooms, purchasing and delivery of machinery, employing staff (up to 15 staff), procuring stock and developing a customer base which grew from zero to over 200 clients in four years. As General Manager I was also responsible for the financial reports of the business, which were prepared by our CFO and myself.

In 2010 the business was sold to a local competitor, Culina. I was employed by Culina to assist with the transfer of assets, products and clients. In 2011, after the transfer of sale was complete, I returned to Sydney to work with Vic's Premium Quality Meat Sydney as the Operations and Sales Manager.

In 2011, I decided to return back to the food service industry, consulting to the Lantern Hotel Group with regards to procurement for their 12 hotels, including the Dolphin Hotel, Bowral Hotel and the Commodore and in 2014, I was offered the catering lease at the Great Northern Hotel in Byron Bay which I worked with a team of 8 chefs. In July of 2016, the opportunity presented to become a part of Great Eats Pty Ltd, a company focused on leasing kitchens and who also offered a consultancy service to kitchens who required additional support.

EMPLOYMENT HISTORY

July 2016 - present

Great Eats

Managing Partner

- Consulting for top pub groups including Royal Hotel Group & Calligeros Hotel Group
- Manage multiple Kitchen Outlets
- Appointed Caterers for The Mosman Club, including the recently opened The Fernery
- Menu engineering to achieve target wage% & GP% budgets
- Return kitchen to operational budgets
- Develop new restaurants concepts from menu design to opening
- Created complete kitchen designs for maximum labour efficiencies
- Key personal training and mentoring to achieve desired budget results
- Detailed menu costings, standardised recipes cards HACCP Procedures
- Procurement deals and rebates with suppliers to support operational budgets
- Menu creation using current food trends and dietary requirements
- Implement internal kitchen auditing system to maintain food safety policy
- Preparing monthly reports on operational strategies
- Analyse SOP's to ensure maximum labour efficiencies

April 2011 – July 2016

Grazing Enterprise

Managing Partner

- 2011-2013 Appointed Caterer for the Kurrajong Hotel
- 2013-2014 Short term appointed caterer for The White Cockatoo (pub was under offer of sale)
- 2014 Appointed Caterer for The Great Northern Hotel, Byron Bay
- Menu engineering to achieve target wage% & GP% budgets
- Return kitchen to operational budgets
- Develop new restaurants concepts from menu design to opening
- Created complete kitchen designs for maximum labour efficiencies
- Key personal training and mentoring to achieve desired budget results
- Detailed menu costings, standardised recipes cards HACCP Procedures
- Procurement deals and rebates with suppliers to support operational budgets
- Menu creation using current food trends and dietary requirements
- Implement internal kitchen auditing system to maintain food safety policy
- Preparing monthly reports on operational strategies
- Analyse SOP's to ensure maximum labour efficiencies
- Consultant on the design of the newly renovated kitchen and dining areas

September 2010 - March 2011

Vic's Premium Quality Meat

Sales & Operations Manager

- Liaising with key clients to further grow the business. Procurement, ordering and management of stock (beef, lamb, veal, pork and small goods).
- Strategically look for new clients and ensure that products sold were maintaining margin.
- Keep up-to-date with trends in the food service industry and ensure that I knew what cuts of meat chefs need and also up-sell alternative cuts of meats that would suit their menu.
- Review, on an order-by-order basis the account balance of each customer to ensure that they were meeting their agreed payment terms.
- Ensured that all new clients completed and signed a credit application, which was returned to the finance department for processing.

June 2007 - March 2010

Vic's Premium Quality Meat Singapore

General Manager / Managing Director

- Start-up of the company including overseeing and project management of the building of the factory, installation of refrigeration, installation of all equipment plus the set-up of the production areas.
- Main focus as General Manager was sales and customers. I created a client database from scratch. I grew the customer base to over 200 food service and retail clients. Clients included restaurants, 4 and 5 star hotels, oil rigs, luxury yachts (supplier for the Ericsson Round the World Race), SATS (Singapore Airlines) caterers for the Grand Prix and various retail stores.
- As a start-up, business sales in the first 6 months were averaging SGD250k a month. Sales numbers doubled within 2 years and continued to increase month-to-month until the sale of the business.
- Created the HACCP plan for the business and ensured that it was constantly updated and that all staff were educated on the correct procedures in terms of hygiene, stock handling and stock rotation. I also ensured that all staff attended and kept their first aid certifications up-to-date.
- Education Programs - created a "grass-roots" program working with local Singaporean catering schools, where an after-noon visit to the factory was included into their curriculum. It was a great way to educate up-and-coming chefs on the variety of cuts available to them, plus build brand awareness to the next generation of head chefs and decision makers in the Singaporean food service industry.

May 1999 - February 2005

The Clovelly Hotel

Head Chef

- I held the Head Chefs position at the Clovelly Hotel for 6 years, reporting to owner, Bob Tate. I was responsible for the kitchen operations, including staff rostering and procurement and I managed a team of 12 kitchen staff.

REFEREES

Bob Tate

Owner, The Glass House Hotel

(ex-owner the Clovelly Hotel and ex-The Lantern Group)

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David McNally

Australian Wholesale Meats, Managing Director

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