

PATRICK J. RENZI

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SUMMARY OF QUALIFICATIONS

- SNA-School Nutrition Association Certification, SNA Membership, Bachelor of Arts Degree in Business Management, and I also possess my Professional Food Managers Certificate.
- Possess over 10 plus years of successful multi-unit school food service management experience responsible for primary, secondary schools, and a central kitchen facility. Successfully lead and managed personnel in the areas of menu & recipe development, inventory controls, P & L accounting, securing & receiving, and transportation of food & supply products.
- Monthly presentations of new food items to school sites students and teachers through a Discovery Kitchen concept.
- Presented to Board of Trustees on updates for the Food Services Dept. Also worked collaboratively with Student Councils, Principals, PTAs, and other organizations.
- Designed bid procedures for volume purchasing for cost reductions. Reduced raw material cost by 15% with new purchasing agreements, contracts, and manufacturer product purchase rebates. Designed, and implemented a Joint Power Agreement between five school districts to improve volume-purchasing efficiencies to help lower costs by 10%.
- Ongoing work with Teachers and school administrators for adoption of school garden programs. With implementation of actual produce grown for each school's salad bar with the addition of Hydroponics Garden Towers for certain culinary classes.
- Possess strong leadership experiences in management, including multi-unit management, recruitment of personnel, and overall personnel management, food sales, marketing, menu planning, purchasing and preparation in the manufacturing, university, schools, and private business environments.
- Implemented a "Green" Sustainability Food Program offering Biodegradable packaging options for the Palos Verdes Peninsula Unified School District, which helped reduced waste and costs by 5%.
- Developed deep relationships both internally and externally with staff, upper management, clients, and customers. Known for creating a positive and productive work environment motivating staff by example and through leadership.
- Successfully lobbied in Washington D.C. to help win approval for the "Cash in Lieu of Commodities" program which helped to improve the way government food commodities were purchased by the USDA to be redistributed to school districts around the country.

PROFESSIONAL EXPERIENCES

2023 - Chartwells K-12, Compass USA

Director, Dining Services K-12, Huntington Beach Union High School District

Coordinating the operations of 7 comprehensive high schools with 14,000 student enrollments.

Aligning daily activities with 65 total food service department employees with 4 direct reports.

Oversee all P&L, Inventory Control, with total budget responsibility over 3 million dollars for the department.

Responsible for rolling out new culinary programs for students, utilizing a Discovery Kitchen concept.

Oversee food purchases including commodity items utilizing broker and vendor interactions for coordination.

Develop district breakfast and lunch menus, and managed USDA Commodities for menu development.

Actively and manage all districts catering operations from menu choices to setup and serving.

Currently working on construction projects to modernize two high school kitchens and serving areas.

2021-2023 ePallet, Inc.

Regional Vice President of Sales, West Education

Oversee a 15-state territory for ePallet Sales, K-12 Education School District Focus.

Closed multiple new business accounts with RFP's and close relationship strategies for sales growth of \$1 million dollars in 2 months.

Working to register and educate about ePallet B2B Sales via Zoom for K-12 Sales in my assigned territory

Achieved multiple successes of managing and signing up 15 new manufacturers to the ePallet web portal for School District sales within the first 2-months of employment.

Manage and work with the VP of Sales for strategy options to achieve sales growth in assigned areas.

2016-2021 ACOSTA SALES & MARKETING

September 2020-April 2021 National Sales Director, Education Segment

Selected by former Senior VP to become his successor.

Directed and managed sales for 35 food-manufacturing clients, in 50 US states with sales responsibility of over \$25 million dollars.

Directed and actively managed 60 Key Account Managers, over a 50 State Territory, with 5 Direct Management Reports.

Effectively managed sales increases of 3 – 5% on average for our manufacturers to meet their sales goals.

Managed Food Distributors using a team concept covering a national area.

Achieved positive recognition from Clients and Upper Management for successfully transforming and managing the West and then the National Sales Team.

2016-2020 **Director of Sales, West Region, K-12 Market Area (ACOSTA CONT.)**

Oversaw and managed sales for 25 food-manufacturing clients, in 12 Western US states with sales responsibility of over 20 million dollars.

Directed and managed 12 Key Account Managers, over a 12 State Territory.

Effectively managed sales increases of 3 – 5% on average for our manufacturers to meet their sales goals.

Managed and oversaw Food Distributors team concept covering the West region.

Achieved positive recognition from Clients and Upper Management for successfully transforming and managing the West Sales Team.

2011-2016 PALOS VERDES PENINSULA UNIFIED SCHOOL DISTRICT

Director, Food Services

Oversaw 17 school sites, supervised 75 employees, with a daily breakfast & lunch participation of 4,400.

Responsible for Central Kitchen operations for 10 elementary school sites, plus 7 other middle and high school satellite kitchens.

Planned, supervised, and participated in all the nutrition activities of the Food Services Department.

Developed district breakfast and lunch menus, and managed USDA Commodities for menu development.

Responsible for analyzing menus using Nutrikids software so each menu is in state and federal compliance.

Worked and managed all food vendors and Brokers to introduce new products for students and staff.

Budget forecasting, planning with an overall responsibility of \$2.5 million per year.

2010-2011 BEAR VALLEY UNIFIED SCHOOL DISTRICT

Supervisor, Child Nutrition Services

Planned, supervised, and participated in all the nutrition activities of the Food Services Department.

Developed district breakfast and lunch menus, and also managed USDA Commodities for menu development.

Worked and managed all food vendors and Brokers to introduce new products for students and staff.

Oversaw 7 school sites, supervised 25 employees, with a daily breakfast and lunch participation of 2,100.

Financial planning with an overall budget responsibility of \$1.25 million.

Reduced overall food cost by 10% with a renegotiated contract with one major food vendor.

Incorporated new equipment-serving lines at the high school and middle school resulting in increased serving efficiency at both sites for staff and students.

2006-2010 CALIFORNIA INSTITUTE OF TECHNOLOGY/JET PROPULSION LAB, CA

Senior Manager of Dining and Procurement Services

Oversaw and managed Caltech's Student, Staff Dining program plus five other retail food service operations. Coordinated and managed a four-million-dollar dining services purchasing department for Caltech & JPL. Supervised and lead four Unit Managers, an Executive Chef plus oversaw 60 total employees for the Dining Services Program with total sales responsibilities of \$6 million dollars. Implemented a Green Sustainability Program for Caltech Dining Services, which reduced waste by 10%. Managed computer-programmed recipes, menu planning, inventory controls and production operations. Coordinated and managed dining services emergency preparedness plan and safety program.

2005-2006 BRAKEBUSH BROTHERS, WESTFIELD, WI

Territory Sales Manager

Successfully maintained and increased established sales to colleges, universities, healthcare, restaurants, school districts, and hotels in Southern California. Managed five school food service distributors and two major food distributors working with their marketing and sales personnel.

1999-2005 DENNIS BIERNAT & ASSOCIATES, CALABASAS, CA (FOOD INDUSTRY BROKER)

Manager, Government School Institution Contract & Bid Operations

Responsible for completing bids, RFPs for 30 manufacturer's food and supply products as primary or alternates on government, institutions, college, and private industry contracts. Managed and coordinated the distribution of RFP pricing and product specifications for private and government facilities through many different food and supply distributors. Managed and negotiated large volume contract sales for food manufacturers and state facilities.

1998-1999 US FOOD SERVICE, LA MIRADA, CA

Account Manager/Bid Operations

Successfully managed purchases and sales for distribution of food products to School Districts, Colleges, Universities, Government Facilities, Prisons, State Hospitals, Jail Facilities, and Export Accounts. Managed and worked on purchasing forecasts and projections for large food service accounts. Managed vendors to source all types of products for larger customer accounts to purchase. Responsible for completing bids, RFPs for food and supply products for government institutions, universities, colleges, school districts and private industry facilities. Managed trucking companies, bids and contracts process, military bids, phone quotes and some sales.

1997-1998 BODEN FOOD SALES, FULLERTON, CA

Sales/Marketing Representative

Managed and sold products from 15 food manufacturers to public school districts, colleges, private schools, and vending accounts, working with all 15 regional managers of the manufacturers. Directly handled 80 accounts throughout Central and Southern California, working with six distributors. Established sales goals, weekly itineraries, and weekly/monthly sales reports.

1996-1997 BUENA VISTA FOODS, IRWINDALE, CA

Sales/Marketing Representative

Expanded 15 new accounts to client base and opened new sales areas including school districts, vending, colleges and distributors. Won accounts by showing the prospective client how to lower food production costs by utilizing government surplus foods. Established sales goals, marketing strategies, product materials, weekly itineraries, expense budget and weekly sales reports.

1988-1996 HUNTINGTON BEACH CITY SCHOOLS, HUNTINGTON BEACH, CA

Director, Food Service Nutrition Operations

Managed purchases for all food, supply and equipment for the food services department

Designed bid procedures for volume purchasing and cost reductions. Reduced raw material cost by 15% with new purchasing agreements and contracts.

Successfully managed personnel in the areas of menu, inventory controls, P & L accounting, securing and receiving, and the transportation and delivery of all food products.

The food operations consisted of ten school sites and a central kitchen with an annual budget of \$1.75 million. Designed and helped with the construction of a new middle school kitchen facility. Increased efficiency, which allowed a \$9,500 reduction in labor costs within nine months.

Worked and managed all vendor activities for the introduction of new products into the program.

1986-1988 SENIOR MEALS AND SERVICES, GARDEN GROVE, CA

Food Services Supervisor

Designed and improved bid procedures for volume purchasing and cost reduction. Reduced raw material cost by 10% using bids and contract procedures.

Responsible for all food and supply products purchased for the serving of 2,000 plus meals each day covering 15 sites in seven cities.

Worked and managed all vendor activities for the introduction of new products into the program.

Managed recipes, inventory controls and production operations each day.

Responsible for an annual budget of \$1,200,000

EDUCATION

UNIVERSITY OF PHOENIX

Bachelor of Arts Degree: Business Management

Fountain Valley, CA campus

SNA - SCHOOL NUTRITION ASSOCIATION

School Certification

ServSafe Certification

June 2023 Completion