Miranda Fillmer
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Craft Street Kitchen- Oldsmar, FL 07/2023 – 12/2023
Part-Time Bartender
-10 Craft Cocktails
-Monthly Scratch Kitchen/ Brunch Menu
-12 Rotating/ 23 Stationary Beers
-Prep Daily Syrups and Fresh Squeeze Juices
-Closing and Opening Duties
-Taking Orders and Ensuring Quality
-Promoting Specials and Gift Cards

Belles of the Bar- Tampa, FL 08/2021 –07/2022
Part-Time Bartender/ Booking Agent
-Tailored Cocktail Menus
-Themed Occasions
-Setup & Break Down
-Inventory & Prep Work
-Promoting and Selling Services

Stockyard- Hudson, FL 07/2021- 11/2021
Part-Time Bartender
-Country Nightclub 18+
-VIP Events
-Sink or Swim Nights
-Served Drinks

Rock House Live-Clearwater Beach, FL 03/2021 – 06/2021
Full-time Bartender
-Craft Burger Bar
-Live Music Venue
-8 Taps and Full Liquor
-15 Specialty Cocktail Menu
-Assisted in Building the Bar and Grand Opening
-Closing and Opening Duties (cleaning, stocking, closing registers)

Murphy's Grand Irish Pub-Virginia Beach 06/2019- Quarantine
Full-time Bartender
-Pairing/ Educating guests on Irish whiskeys/drafts
-Maintain Taps and Inventory
-Full Bar with service bar of 4 dining sections/ 6 servers
-Full bar clean duties nightly and opening

Ballyhoo's Bar and Grille- Virginia Beach, VA 05/2018 – 05/2019
Full-time Bartender *also rehired for help during quarantine*
-Launched the new bar
-Drink Menu Creation
-Full-Hands Method Used
-Bi-weekly Liquor Count and constant new organizing methods
-Local Beach Bar theme with full park usage
-Full build bar and breakdown on weekends

Skeleton Key Bar & Grille-Chesapeake, VA 10/2017 – 04/2018
Full-time Bartender/Key Holder
- From Scratch Food Menu
-Created Seasonal Drink Menus and On the Spot Creations
-Full Liquor Bar/12 tables to serve simultaneously
-Cleaning, stocking, 86 lists, inventory, closing paperwork, deposit drop
-Funded Events and Tournaments were weekly occurrences
-Created and Maintained Regulars

Point of Sale Systems
Harbor touch, POSI, Aloha, Toast, Matre'd, Clover, Square

Events & Festivals
Gasparilla 2022
Catering by the Family (VIP Tent)
Gasparilla 2024
Aramark (Convention Center)

Further work experience upon request…

Miranda R. Fillmer

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Sales & Event Marketing Coordinator Professional

ACCOMPLISHED ◆ CLIENT CENTERED ◆ DETAIL DRIVEN ◆ LEADER ◆ MENTOR ◆ INNOVATIVE

Profile

- Highly effective experience in events management, networking, sales, and marketing
- Excellent communicator with demonstrated ability to collaborate with staff, management, business partners, and others at all organizational levels
- Outstanding blend of organization, prioritization, leadership, and interpersonal skills
- Proven ability to lead and supervise team members, manage a wide range of duties simultaneously, and coordinate multi-level directives
- Direct multi-site cross-functional teams across all projects and organizational initiatives from concept to completion
- Provide sound consultative advice to senior management
- Mentor and lead teams by example and with integrity to deliver service excellence
- Consistent success is rooted within the combined concepts of quality, continuous improvement and effective process enhancements
- Proficient in Microsoft Office Suite, Adobe Express, CRM systems

Key Strengths

- Successful Event Planning and Execution
- Relationship Building and Connections
- Budget Creation and Management
- Strategic Planning
- Business Development
- Media Relations
- Analytical Problem Solving
- A.I
- Networking and Sales
- Team Contribution and Leadership
- Vendor Management
- Customer Service and Rapport
- Project Management
- Resource Allocation
- Vendor Recruitment
- Cold and Warm Calling

Professional Experience

Onestaff Medical, Clearwater, FL 02/2024 - 08/2024

Healthcare Recruiter/ Sales

- Exceeded minimum KPIs of 100 calls and 2 hours of talk time per day.
- Developed and maintained strong relationships with potential candidates, guided RNs and CSTs through the hiring process as well as provided career advisement.
- Qualified and produced quality applicants with the intent to sell and manage 13 week and up contracts.
- Quoted and managed compensation packages while being the initial point of contact for any dispute regarding payroll.
- Full-service recruiting with housing and travel planning assistance.
- Legacy & Opti CRM management
- Adhered to all GSA, DHHS, and HIPPA guidelines
- Created and posted job descriptions to various online sources utilizing current social media trends

Munyan Painting, Roofing, and Restoration, Clearwater, FL 2021 – 2023
Marketing and Event Coordinator

- Proficiently managed full spectrum event budgeting, planning, execution, and project closure. Secured venues, vendors, travel logistics, contract negotiations, transportation, field communications, and on-site event management.
- Spearheaded creation and development of ProCAM, an event-based, non-compete networking group for condo and HOA property management professionals, resulting in immense goodwill within the local region and elevating the company to be the local leader in roofing and painting.
- Expertly managed budgeting for tradeshows and associated expenses; invoiced event vendors
- Managed event-generated leads assisted sales team; implemented effective customer relationship management (CRM) systems.
- Coordinated travel arrangements for employees participating in statewide presentations.
- Implemented a successful Second Chance Program within the company, hiring formerly incarcerated but nonviolent individuals as painters, roofers, and similar positions. The ongoing program provides jobs and meaning for the individuals plus tax considerations and pay incentives for the company. Developed and conducted hiring events for this specific population.
- Managed social media operations and created innovative graphics for social posts and marketing materials.
- Assisted with on-boarding and hiring new employees.

Belles of the Bar LLC, Tampa, FL 2021 – 2022
Event Bartender / Event Booking Agent

- Provided excellent customer service for this business, providing mobile bar service for private events. Generated repeat business and networked to locate and book new clients.
- Managed all on-site bar activities as well as detailed records and inventory.

VB Diving Service, Virginia Beach, VA 2018 – 2020
Yacht Detailer

- Provided close attention to detailing yachts in the Virginia Beach area.
- Assisted business owner in marketing the company's services; helped to build and maintain positive and lasting customer relationships.

Earlier Professional Experience 2010 - 2022

- Extensive bartending and bar management experience in a broad range of settings, both corporate and single location. Created repeat customers and practiced consistent business building efforts.

Education and Professional Affiliations

Certified Massage Therapist, Branford Hall, Windsor, CT

Certified Medical Massage Therapist, LMT Success Group, Deerfield Beach, FL

Professional Affiliations

- ProCAM, Orlando & Tampa Bay, FL
- CAI Suncoast (Community Association Institute)
- IFMA (International Facilities Managers Association)
- First Friday (Great Florida Insurance)
- BOMA (Building Owners and Managers)
- ICRI (International Concrete Repair Institute)
- BMI (Building Managers International)
- HCHMA (Hillsborough County Hotel and Motel Association)