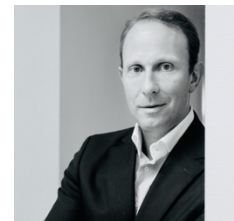


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47  
Single  
Swiss  
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## hotel and catering business manager

Excellent presentation and excellent contact. Highly invested, reliable, very professional candidate. Endowed with a sense of humility, interpersonal skills and diplomacy. Very dynamic, calm and business and customer oriented, can meet important challenges. Also has very good skills in marketing, sales, organization, team management and finance.

## COMPETENCIES

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- Expertise in the fields of catering, hospitality and food production
- Business management skills, with results in sales, marketing, finance, human resources, operations and customer development
- Analysis, opening and management of HORECA and mass distribution markets for food and consumer products
- Organization of distribution networks and supply chain
- Creation and management of promotional and public relations events
- Attached to traditions while giving them a touch of modernism and topicality
- Ability to transform entities in difficulty into profitable and recognized projects, by managing costs precisely and creatively and by providing adequate and effective solutions, intrapreneur

## PROFESSIONAL EXPERIENCE

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- 09/2013-07/2020 **Owner & Director distriBOtion.CH, Puidoux, Switzerland**  
- Created, developed and managed the distribution of exclusive tools and machines around the wine, beer, cocktails, water and the gastronomy with concepts creation. Created **www.DrinkNtec.CH**
- 04/2009-08/2013 **Sales & Development Director, Enomatic & Autour du Vin, Provins Valais, Sion, Switzerland**  
Development and launch of the exclusive distribution of Enomatic and exclusive accessories around the wine in Switzerland, Liechtenstein, Austria and Germany, CHF 2 million turnover, full P&L responsibilities, [www.enomatic.ch](http://www.enomatic.ch) – [www.autourduvin.ch](http://www.autourduvin.ch)
- 04/2005-05/2007 **General Manager, Gate Gourmet Norway**, 250 employees, 9'000 meals/day, €20M T/O  
Complete management of the production and distribution of meals, bars, duty free and personalised services to 10 clients daily, from 7 production facilities and 4 finishes places and 2 cantinas. Full financial and customer's services responsibilities, including P&L
- Results:** EBITDAM increased by 210% in 2 years, productivity increased by 35%, turnover increased by 20%, decreased the costs by 30%, realised a profit margin of 14%, gained 3 new customers and renew contracts for 2 others representing 70% of the revenue, obtained the trust of the unions and the customer's base.
- 09/2002-03/2005 **General Manager, Gate Gourmet UK&Ireland**, 400 employees, 15K meals/day, €50M T/O  
Lead the business units' entire operational, financial & customers' performance.
- Results:** Improved the productivity by 10%, realised savings of 6% of the turnover as Acting General Manager Dublin's unit (2004-2005). Implemented the culture and tools of continuous improvement programme within the region of UK & Ireland as Regional Project Manager (2004). Lead the « Global Service Excellence » project (become the first and fastest unit in Europe), realised savings of 15% of turnover, EBITDAM of 15%.
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- 1996-2002 **Career in Luxury Hotels & Resorts, Food & Beverage Director (Sheraton, Hilton, Sofitel)**  
Expert in openings and rebrandings prestigious Hotels & Resorts. Managed Food & Beverage teams from more than 100 employees with full responsibilities of departmental P&L, business development/promotions, operational procedures and full training.
- 01/2002-07/2002 **Food&Beverage Director - Re-branding and opening, Sofitel Silom, Bangkok, Thailand**  
5 Stars Hotel with 454 rooms, 3 restaurants, 2 bars, 1 business lounge, 24/24 room service, Banquet & Conferences, outside/event catering and minibar.  
- Created all the Food&Beverage concepts; design, building, procedures, training  
- Management of all the Food & Beverage outlets (70 employees), Internal/external events

- 04/2000-12/2001 **Food & Beverage Director - Opening, Hilton Hua Hin Resort & Spa, Thailand**  
 5 Stars Resort with 297 rooms, 4 restaurants, 4 bars, 1 Night Club, 24/24 room service, Banquet & Conferences (+500), outside/event catering, minibar.  
 - Created all the Food & Beverage concepts; design, building, procedures, training  
 - Management of all the Food&Beverage outlets (89 employees), Incl. Hilton Otaru, Japon  
 - Left for Sofitel, who headhunted me
- 11/1998-03/2000 **Food & Beverage Director – Opening, Maldives Hilton Rangali, The Maldives**  
 5 Stars Resort with 130 villas, 3 restaurants, 2 bars, 24/24 room service, Banquet & Events  
 - Created all the Food & Beverage concepts; design, procedures, training and promotions  
 - Management of all the Food&Beverage outlets (54 employees), Internal/external events  
 - Transferred by Hilton to the next operation, in Thailand
- 01/1998-10/1998 **Beverage Manager – Opening, Sheraton Addis, Addis Ababa, Ethiopia**  
 5 Stars deluxe Hotel with 293 room and suites, 4 villas, 6 restaurants, 7 bars, 1 Night Club, 24/24 room service, Banquet & Conferences, business centre  
 - Created all the Food & Beverage concepts; design, procedures, training and promotions  
 - Management of all the Food&Beverage outlets (54 employees), Internal/external events
- 03/1996-12/1997 **Food & Beverage Manager, Rihiveli Beach Resort, Maldives**  
 4 stars Resort with 48 villas, 2 restaurants, 1 local restaurant, 2 bars, outdoor catering  
 - Management of all the Food & Beverage outlets (35 employees), Internal/external events  
 - Improved all the Food & Beverage concepts and built a new Food & Beverage store

## OTHER EXPERIENCES

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- 01/2014-Present **Senior Lecturer IML, Lucerne, Switzerland, [www.imi-luzern.com](http://www.imi-luzern.com)**  
 Teaching MBA's Real Estate Mgmt and Luxury Goods Mgmt
- 07/2020-10/2020 **Trekking, Europe, [www.elcaminodemiguel.ch](http://www.elcaminodemiguel.ch)**  
 Pilgrimage from Constance (DE) to Cape Finisterre (ES) passing through Santiago de Compostela and crossing Switzerland, France and Spain (2'643KM)
- 05/2012-10/2018 **Owner & Director moBOO.CH, Switzerland, [www.moboo.ch](http://www.moboo.ch)**  
 - Created, developed and managed the 1<sup>st</sup> Swiss crowdfunding platform [www.moBOO.CH](http://www.moBOO.CH)
- 08/2007-03/2009 **Full-time MBA with launches of several projects and completion of the MBA thesis**  
 - Development of the commercial and operational structure & strategy, [www.guepard.ch](http://www.guepard.ch)  
 - Making of a full business plan for a new concept of Ecothic & Luxury timepieces  
 - Making of the business model and its website as well as setting and launching the operation of [www.boestate.com](http://www.boestate.com)

## EDUCATION

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- 2007-2008 **MBA, International University of Monaco**, graduated with honours, GPA of 3.7  
 2004-2004 **Mastering New Challenges**, IMD Lausanne  
 1993-1995 **Master in Hotel Management, Lausanne Hotel School (EHL)**, graduated with honours

**Expert in:** Lean transformation/6sigma, General Management, Project Management, General Accounting, customer's services, fully qualified chef and sommelier (2x CFC)

## LANGUAGES AND TECHNOLOGIES

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Languages: **French:** Mother tongue **English:** Fluent **German:** Basic Professional Conversations

Computer skills: Windows, Microsoft Office 365, SACS, Fidelio, internet, Wix.com, Wineldea, Logic PRO, ++

## CENTER OF INTERESTS

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Amateur musician and song writer. Theatre & general culture passionate. Confirmed sportsman on water & snow, trekking & Squash. An ascending member of the "Confrérie des Vignerons" and a member of Vevey's Arquebusiers & Carabiniers.