

# ANA C. PLANA, BA, ME

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## RESUME OF QUALIFICATIONS

### EXPERIENCE

#### **Marketing and Culinary Director**

##### Development, Training, Marketing and Management:

- ❖ Designing, developing, implementing, promoting and monitoring sustainable strategies within an organization, including financial impacts;
- ❖ Developing and executing all aspects of events from menu creation, menu preparation and presentation, event logistics, creating partnerships with vendors, determining staffing needs and coordination before, during and after each event;
- ❖ Client point of contact; establishing, maintaining excellent customer relations by assessing customer needs, preferences and financial parameters.

#### **Culinary Arts Instructor**

##### Culinary Arts Instructor:

- ❖ Program Developer and Director of the student-run catering business for the past 10 years.
- ❖ Develop, create and implement a sustainable industry curriculum course
- ❖ Develop, train and instruct the culinary curriculum to over 200 students each year at all levels.
- ❖ Instructor and proctor for the ServSafe certification. Certifying over 20 students a year.
- ❖ Resource and contributor for Florida State Culinary Exam
- ❖ Developer for scope and sequence for culinary curriculum for Miami Dade County Schools

### EDUCATION

ME Degree Education (Career and Technical Education concentration in Culinary Arts & Hospitality), 2012 University of South Florida, Tampa, Florida

A.S. Degree in Culinary Arts, 1996 Johnson & Wales University, Miami, Florida

Honors: Summa Cum Laude Graduate; GP A 4.0; Silver Key/Honor Society; Governor Christopher Del Sesto Trustee Award for Academic Excellence; AIWF Academic Scholarship; "Who's Who Among Students in American Universities and Colleges"

B.B.A. Degree in Marketing and International Business, 1994 Florida International University, Miami, FL

### EMPLOYMENT HISTORY

Lecturer, Auburn University, Auburn, Al.

**Present**

Professor for various culinary courses as well as building community outreach for our program.

Culinary Arts Adjunct Faculty Florida International University, Miami, FL.

**2017 – Present**

Professor for various culinary and hospitality courses as well as proctor and instructor for ServSafe certification.

Culinary Arts Adjunct Faculty Miami Culinary Institute / MDC, Miami, Fl                   **2013 – 2019**  
Professor for various culinary and hospitality courses as well as proctor and instructor for ServSafe certification.

Culinary Arts Director & Department Chair MAST Academy, Key Biscayne, Fl.           **2007 – 2019**  
Department chair for culinary, engineering, business, physical education and the coast guard junior leadership program for over 15 members for the past 9 years.  
Develop, manage and direct the student-run catering business for the past 10 years.  
Develop, train and teach the culinary curriculum to over 200 students each year at all levels.  
Instructor and proctor for the ServSafe certification, certifying over 20 students a year.

Marketing & Culinary Director Chefs Corner, Coral Gables, Fl                                   **2004 - 2007**  
Designed and developed the cooking school program, including developing relationships with the potential guest chefs and potential vendors, menu development for classes, cooking class instructor, and marketing and promoting cooking and wine courses, manage all financial costs and budgets; as well as managing all aspects of the retail gourmet cooking store.

General Manager of Woodinville Location Lowell-Hunt Catering, Seattle, Wa                   **1997-2000**  
Managed all aspects of off-premise catering events for Lowell-Hunt's Woodinville location as well as the cafe. Executing events at the home of Bill Gates, Steve Ballmer, corporate events at Microsoft and Boeing, executive retreats for Nestle, events and concerts at Chateau St. Michelle winery and other local wineries.

Catering and Sales Manager Fete Cuisine, Miami, Florida   **1993 - 1997 (86-93)**  
Initially served as Catering Assistant from the age of seventeen (86-93). As Catering and Sales Manager, managed all aspects of off-premise catering operations, with responsibility for sales, event planning and client relations. Catered events from four to 1,000 guests.

**LANGUAGES** Oral and Written Fluency in English and Spanish

**AWARDS & PROFESSIONAL DEVELOPMENT TRAINING**

2009 Rookie Teacher of the Year...2010 FENI Educator of the Year...2013-2014 Teacher of the Year MAST Academy...2014 Café & Kendall College Green Award...2014 Selected for Wisconsin Cheese Externship... 2016 CAFÉ Sysco Award...2017 Stone Barns Teacher Summer Institute...2018 Sysco Educator of the Year @ CAFÉ Meeting Place...2018 James Beard Foundation Florida Advocacy training...

**AFFILIATIONS**

Past President & Board member @ Les Dames d'Escoffier Miami, Educational Advisory Board for Johnson & Wales University North Miami Campus, Chef Collaborative, Food Tank, James Beard Foundation, Women Foodservice Forum & IACP member