



fehmi samanci

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PROFESSIONAL SUMMARY

Chef and Food & Beverage instructor with 20 years of diverse experience, specializing in Turkish cuisine, restaurant, food service and hospitality industries, focusing on establishing excellence in kitchen, operations, and service while upholding outstanding culinary standards. Passionate at training aspiring chefs and at the same time identifying operational inefficiencies by leveraging analytical thinking to seamlessly integrate new strategies, processes and procedures that impact the bottom line. Focused leader committed to mentoring and training teams to excel in all areas of service. Possess the knowledge and hands on experience to impact all culinary aspects and quality to improve company sales and brand. An individual who is extremely dedicated, dependable and reliable; has built a reputation based on trust and achieved results. Exhibits high-levels of common sense with the ability to think out-of-the-box to attack and solve simple and complex issues and challenges.

PROFESSIONAL SKILLS

- Diverse Culinary Knowledge
- Chef Instructor
- Expert on Turkish cuisine
- F&B Instructor
- Menu Development
- Pricing
- Kitchen Execution
- Service Standards
- Labor Cost Control
- Inventory Management
- Food Safety Standards
- Hospitality Management
- Event Planning
- Banquets
- Catering

HIGHLIGHTED SUCCESS

- Successfully revamped operations of a failing restaurant by new menu design and staff training [Istanbul Culinary Institute a la carte restaurant] | Increased weekly sales from \$10K to \$20K | Minimized the wastes and costs by 15 % for food production by revising menu items which increased the profit | Established standard operating procedures with culinary staff
- Spearheaded the grand opening from ground up of a special catering company for office workers | Trained teams on service standards and menu sales | Designed a special menu for office workers | Trained kitchen staff for menu items | Created the kitchen lay out for the most efficiency
- Created special Turkish spice mixes, along with the menu items for Ulker Ducros in new Turkish market, which helped to grow customer awareness for the brand and increased sales by adapting spices to the local market needs.
- Attended as a guest chef instructor in New York, Institute of Culinary Education (ICE), Belgium, and Norway to promote Turkish cuisine by giving workshops to over 100 international aspiring chefs in attendance

PROFESSIONAL EXPERIENCE

Doors Academy - Istanbul, Turkey, 2014 - Present

Chef and Food & Beverage Instructor

- ✓ Working with 147 restaurants in Istanbul under D.ream (*Doğuş Restaurant Entertainment and Management*) group to achieve their high culinary expectations and sales goals
- ✓ Training aspiring chefs and chefs in hearts by professional culinary programs and workshops
- ✓ In-house training for new restaurants' menu items



PROFESSIONAL EXPERIENCE

- ✓ Building cohesive service teams with the kitchen and marketing teams to achieve common sales and service goals
- ✓ Consulting new opening restaurants including concept design, business plan, and staff training
- ✓ Working with; owners, managers and culinary teams to create exciting, sales generating and profitable menus
- ✓ Developing and implementing special workshops for corporate events
- ✓ Writing manuals and procedures for different areas of restaurant and kitchen management

Yeditepe University - Istanbul, Turkey, 2011 - 2014

Chef Instructor

- ✓ Trained aspiring chefs by the professional curriculum including the Turkish Local Cuisine, Turkish Cuisine, Culinary Trends, Introduction to Culinary Arts, Kitchen Practice classes
- ✓ Supervised the production for all Catering & Cooking School events
- ✓ Ensured that food quality, quantity, freshness, consistency and presentation meet standards
- ✓ Developed menus, recipes, workshop concepts, and manuals
- ✓ Purchased all perishable and nonperishable products for daily operations
- ✓ Ensured accuracy of daily production lists for all production Team Member
- ✓ Monitored inventory levels
- ✓ Provided direction and feedback to the culinary staff during classes to ensure successful classroom operations and an outstanding, educational experience for customers
- ✓ Ensured adherence to applicable National Health and Safety codes

Istanbul Culinary Institute - Istanbul, Turkey, 2008 - 2011

Head Chef Instructor and Executive Chef

Trained aspiring chefs by the professional curriculum- taught in a hands-on, immersive method—covers everything from stocks and sauces to butchery and technology, along with food costs and menu planning, thoroughly preparing future chefs for success in the food industry. Increased weekly sales from \$10K to \$20K and minimized the wastes and costs by 15 % for food production by revising menu items which increased the profit Istanbul Culinary Institute a la carte restaurant.

Executive Chef roles

Financial Management and Analysis

- ✓ Priced all menu and catering items, specified portion and prep quantities while adhering to food, and sustainability guidelines
- ✓ Ensured that food cost meets budgetary goals each week in all operations by establishing purchasing specifications, product storage and usage requirements and waste control procedures
- ✓ Analyzed of sales, margins, and labor, and achieving targets

Supervision and Development of Staff

- ✓ Ensured that proper uniform standard is followed by all culinary personnel, as stated in the employee handbook and established account guidelines
- ✓ Developed and revises proper job descriptions for kitchen staff
- ✓ Conducted Chef reviews and coaching sessions, in a professional and timely manner. Providing feedback and support to employees to further their development



PROFESSIONAL EXPERIENCE

Retail Management

- ✓ Created weekly menus and special event catering menus, meeting diverse customer preferences with a well balanced menu
- ✓ Supervised the proper garnishing and presentation of food
- ✓ Updated menu ideas and concepts, staying abreast of new culinary trends

Special Events

- ✓ Oversaw all creation of menus, production, and ordering for special events
- ✓ Developed specialty menus and events per clients needs, budget and unit guidelines
- ✓ Planned and executed the culinary elements of all specialty events

Istanbul Marriott Hotel Asia - Istanbul, Turkey, 2007 - 2008

Demi Chef Garde Manger

- ✓ Assisted in providing innovative and artistically superior, and cost efficient food and beverage products that enhance the reputation of all the food outlets, at the same time, meeting the established quality and presentation standards
- ✓ Designed and implemented special menus for banquets with large buffet setting
- ✓ Controlled wastage without compromising on food quality
- ✓ Planned and directed food preparation
- ✓ Supervised kitchen staff
- ✓ Helped creating new recipes and wrote menus
- ✓ Maintained a safe and hygienic kitchen environment
- ✓ Assisted creating exquisite traditional Turkish food with a modern touch including Doner and Pide

Kanyon Konyali Restaurant - Istanbul, Turkey, 2006 - 2007

Demi Chef Garde Manger

- ✓ Specially trained by an academic expert on Turkish, Selcuklu, and Ottoman traditional cuisine
- ✓ Prepared menu items remaining true to the spirit and traditions of Turkish food culture including Doner and Pide
- ✓ Planned and directed food preparation
- ✓ Maintained a safe and hygienic kitchen environment

Simit & Kebap Restaurant - Virginia, USA, 2001 - 2004

Restaurant Manager

- ✓ Increased sales by redesigning menu layouts allowing for 60/40% food/beverage split ahead of industry standards
- ✓ Enhanced service and quality by collaborating with culinary team to establish standard operating procedures
- ✓ Improved sales by modifying Turkish food according to US customer taste
- ✓ Served as acting General Manager during transitions of hiring, and training
- ✓ Amplified customer experiences by installing proven and common sense customer service techniques and standards.
- ✓ Created marketable and profitable menu with daily specials
- ✓ Prepared and managed special in-house doner production with special spices



PROFESSIONAL EXPERIENCE

Our Mountain House – Bolu, Turkey, 1997 - 1999

Chef & Event Planner

- ✓ Operated successful family owned boutique hotel business for groups up to 15 people
- ✓ Created custom-designed menus for the groups
- ✓ Ensured that food cost meets budgetary goals in all operations
- ✓ Analyzed of sales, margins, and labor, and achieving targets

CERTIFICATES and SEMINARS

Certification of Food Safety VA Department of Health for the period of 2002-2005

National Apprenticeship Training Program of the American Culinary Federation (ACF) 2003 Fall Semester

Inlingua Intensive Business English Program 2000-2001

Ecolab HACCP certificate 2007

Kayra Wine Center 5 step wine tasting 2009

Alain Ducasse Formation one-week continuing education workshop for professional chefs 2008

Norwegian Seafood seminar by Chef Roy Magne Berglund 2010

Seminar on Raw Food by Miyase Bulbul 2010

Lebanese Cooking seminars with Anissa Helou

EDUCATION

Culinary Arts Certificate Program **2001-2003**
Northern Virginia Community College

Marmara University **1991-1998**
BA in Economics

FOREIGN LANGUAGE KNOWLEDGE and COMPUTER LITERATE

- ✓ English fluent (Advanced Reading, Writing, and Speech)
- ✓ MS Office Applications

References will be available upon request.