



# CHARLOTTE BELVISOTTI

With 13 years of experience in the hospitality industry and a seasoned beverage consultant and experienced bartender known for innovative menu development, staff training, and strategic insights that optimize profitability and enhance customer experiences, I bring expertise to the hospitality industry, embodying the perfect blend of creativity and leadership. I am passionate about delivering unparalleled beverage experiences that elevate both guest satisfaction.

## Experience

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**Owner | Mindset Spirits beverage Consultancy Company : July - Current 2023**

- **Consulted for :**
- **Kurumba , Surry Hills**
- **Ms. Catea cocktail and tea bar, Potts Point**
- **Danny Karam**
- **Cabravale Diggers, Accor group partnership**

- Evaluate and select appropriate beverages based on the client's target audience, concept, menu, and budget.
- Work closely with clients to design and develop beverage menus that align with the restaurant or bar concept, cuisine, and target clientele
- Provide comprehensive training programs to educate bar staff on proper beverage preparation, presentation, customer service, and responsible alcohol service.
- Advise on the selection, placement, and maintenance of bar equipment and tools to optimize efficiency and workflow in beverage preparation.

**Mimi's | November 2023 - April 2024**



**Senior Bartender**

- High volume cocktail bar strong focus on seasonality
- Premium service
- Maximising guest satisfaction and retention

**Armorica Brasserie | Venue opening : February - October 2023**



**Bar Manager**

**Overall Operations Management:**

- Supervise and manage all aspects of the bar's daily operations, including opening and closing procedures.
- Monitor inventory levels, order supplies, and manage stock to ensure adequate availability while minimising waste and overstocking.
- Purchased and procured equipment and design for a 15 meters bar with 4 cocktail stations - including C.A.D mock ups for bar set up, glassware selection and liaising with fabricator.
- Opened a bar containing \$227,000 of stock, helped design, procure and write a signature cocktail list of 20 signature cocktails and including securing relationships with key suppliers.

**Staff Management:**

- Manage a team of 20 staff
- Recruit, hire, train, and supervise bar staff, including bartenders, waitstaff, and cleaning personnel.
- Schedule and assign tasks to staff, ensuring adequate coverage during peak hours and events.
- Conduct regular performance evaluations and provide constructive feedback to employees, addressing any performance issues and recognizing outstanding contributions.

**Financial Management**

- Develop and manage budgets, monitor financial performance, and implement cost control measures to achieve profitability targets.
- Analyze sales and financial data using Cook in the Books to identify trends, opportunities, and areas for improvement.

**Relationship Management**

- Foster positive relationships with suppliers, vendors, and other stakeholders to negotiate favorable terms and secure beneficial agreements.
- Collaborate with event planners, bands, DJs, and other entertainment professionals to organize special events and enhance the bar's appeal.

**Training and Development**

- Provide ongoing training and professional development opportunities for staff to improve their skills, product knowledge, and customer service capabilities.

## Contact

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**Languages:** French, Spanish, English

## Education

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- Commercial cookery Certificate 3 & 4 and Hospitality Management 2020-2022
- Degree Management and Human Resources 2015
- RSA: Responsible service of alcohol 2019
- Bartender and Mixology certificate, EBS New York 2018.
- Project Management diploma 2024
- Reiki 1 & 2 2024

## Press

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- **Broadsheet :**

Five Minutes With Charlotte Belvisotti, Armorica's Bar Manager Who Was Born and Raised in Bordeaux's Hospitality Scene

- **Good food :**

Five cocktails for an extra special Mother's Day brunch – plus four last-minute drinks

## References

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**Travin De Hoedt**

Propriétaire de Kurumba

Telephone: +61 411 264 022

Email: travin@kurumbasyd.com.au

**Florian Ferroni**

Assistant Venue Manager, Armorica

Telephone: +61 042 104 5771

Email: Florian.ferroni@gmail.com

**Jordan McMahon**

Venue manager, Palmer & Co

Telephone: +61 468 775 741

## Competitions and Programs

- Wine Training in France "Perfumes and Wine" 2022
- Top 100 World Class 2023
- Elit Vodka Competition Top 10 in 2022
- Tilde Vodka Competition 2022
- Negroni Week Competition 2021
- Top 10 Patron Perfectionist 2020
- Winner of "Garden by the Glass" the Blend 2021
- The Scholarship 2021-2022 : Hospitality Program
- Golden Girls 2021: Bartending to collect funds for Woman's Association Redfern
- Speed Rack 2019: Bartending to collect funds for woman's breast cancer
- Involved in competitions, events, tastings and trainings
- Keeping myself informed in the bar industry by reading books and articles.
- Beekeeper during Covid 19

## Hobbies

- Fermentation
- Nature
- Food
- Travelling
- Photography
- Art
- Fitness
- Cocktails

### The Wedge Glebe | Venue opening :February - August 2022

#### Bar Manager

- Opened a smallbar containing \$20,000 of stock, helped design, procure and write a signature cocktail list including securing relationships with key suppliers.
- Created a classic cocktail list with over 200 cocktails - all live costed using Restoke and my own costing spreadsheets.
- Purchased and procured equipment and design for a small bar - including C.A.D mock ups for bar set up, glassware selection and liaising with fabricator.
- Forayed into project management utilising time management software to meet KPIs, Deadlines and timelines
- Training new members staff, as well as supporting and managing the entire team.

#### January 2021 – 2021



Mjolner - Big Poppa's - Amare

#### Commis Chef

- Quality checking the food in relation to appearance, colour, texture, taste, consistency, presentation, garnish, shape, portion size.
- Ensuring the cleanliness of equipment and operation of premises before production runs to ensure compliance with occupational health and safety regulations.
- Storing items following the Food and Safety Procedures and compliance with operational guidelines and disciplinary rules.
- Assisting with deliveries and restocking
- Assisting other chefs in the kitchen

#### 2021-2022

Multiple Venues | Sydney

#### Freelance Bartender

- Helping different venues during the pandemic such as: Maybe Sammy, Maybe Frank, The Cat's meow, Amare, Door Knock, Archie Rose, Eau de vie, Kiss Kiss Bang Bang.

#### July 2019 – March 2020

Merivale : Palmer & Co | Sydney

#### Bartender

- High volume cocktail bar strong focus on classic cocktails
- Maximising guest satisfaction and retention
- Worked alongside with Chris Jepson who worked at Milk & Honey in London

#### March 2019 – September 2019

#### Bartender Supervisor

12 Micron | Sydney 

- Fine dining restaurant focusing on native Australian ingredients open for lunch and dinner, with an event space
- Stock control
- Write a signature cocktail list for winter

#### June 2016 – October 2016

#### Bar Manager

Bar Le 44 | Bordeaux, France

- Bar next to the beach with live music closing at 2 am
- Stock control
- High Volume bar with basic cocktails
- Dealing with suppliers and ordering

#### 2010 - 2016

#### Section Waitress & Bartender

Bordeaux, France

- In multiple venues over the years
- Managing my own section
- Handling cash