

MARCOS VARGAS

Executive Chef | Culinary Operations Leader | Boutique Hotel F&B | Menu Engineering | Team Development
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EXECUTIVE PROFILE

Executive Chef and culinary operations leader with 29+ years of experience across boutique hospitality, restaurants, catering, healthcare food service, culinary education, pastry arts, garde manger, and fine dining resort environments. Proven ability to rebuild kitchen operations, develop teams, improve execution consistency, strengthen guest experience, control costs, and align culinary programs with revenue performance. Certified food safety leader with strong capabilities in menu engineering, training, purchasing discipline, inventory control, POS reporting, and high-volume execution.

SELECTED PERFORMANCE HIGHLIGHTS

- Delivered first-six-month POS-tracked growth of 38.71% in Gross Sales, 38.07% in Net Sales, 38.91% in Total Amount Collected, and 49.10% in gratuity performance as Executive Chef at Parguera Plaza Hotel compared with the previous six-month operating period.
- Improved same-season historical performance by 20.78% in Gross Sales and 42.05% in gratuities, reflecting stronger execution, guest experience, and hotel-restaurant alignment.
- Rebuilt kitchen operation through structured training, standards enforcement, improved execution discipline, and internal talent development, including cross-training entry-level staff into culinary production roles.
- Managed \$1.4M annual sales volume at IHOP while maintaining one of the organization's lowest food costs at 16% and leading a 45-member team.

CORE COMPETENCIES

Menu Engineering Recipe Costing Team Training	Kitchen Rebuilding Inventory Control HACCP / Food Safety	Multi-Outlet F&B Purchasing Discipline High-Volume Execution	Guest Experience POS Sales Reporting Beverage Menu Support
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PROFESSIONAL EXPERIENCE

Parguera Plaza Hotel | Executive Chef | La Parguera, Lajas, Puerto Rico | 12/2025 - Present

- Lead culinary operations across Brújula Restaurant & Bar, the Pool Menu, Kelly's Coffee & Wine Bar support, beverage menu development, and the continued refinement of the hotel breakfast experience.
- Drive menu engineering, pricing refinement, product standardization, purchasing discipline, recipe controls, training, and operational consistency across a boutique hospitality environment.
- Generated first-six-month POS-tracked growth of 38.71% in Gross Sales, 38.07% in Net Sales, 38.91% in Total Amount Collected, and 49.10% in gratuity performance versus the previous six-month operating period.
- Improved same-season historical performance by 20.78% in Gross Sales and 42.05% in gratuities, indicating stronger guest experience, execution standards, and hotel-restaurant integration.
- Developed a new kitchen team, reinforced standards, implemented structured training, and cross-trained entry-level staff into culinary production responsibilities.

Belgica by Chef Vargas | Chef & Restaurant Owner | Ponce, Puerto Rico | 08/2020 - 12/2024

- Owned and operated a restaurant and catering business, overseeing menu planning, hiring, training, purchasing, inventory, scheduling, guest relations, marketing, and compliance.
- Managed budgets, supplier relationships, licensing, hygiene, health and safety requirements, and cost controls while maintaining professional service standards.

Shaw's Supermarket | Bakery Manager | Merrimack, New Hampshire | 01/2019 - 01/2020

- Supervised bakery operations, product quality, merchandising, staff productivity, inventory forecasting, sanitation, and customer service.
- Led the department through the peak of the COVID-19 pandemic, achieving record-breaking sales and earning two sales performance bonuses.

Consulate Health Care | Kitchen Manager & Head Chef | Pensacola, Florida | 01/2017 - 01/2018

- Managed food service standards for 120 residents while supervising a team of 9 employees, cost controls, schedules, shipments, sanitation, and temperature logs.
- Ensured compliance with licensing, hygiene, union, health, and safety guidelines while resolving service concerns and maintaining consistent meal execution.

IHOP | Assistant Manager | Merrimack / Cambridge, New Hampshire | 01/2016 - 01/2017

- Managed \$1.4M annual sales volume, maintained one of the organization's lowest food costs at 16%, and supervised a 45-member crew.
- Achieved a record single-week sales volume of \$35K during the Boston Calling concert series through strong forecasting, staffing, inventory practices, and execution control.

Doña Ana & Doña Lidy Catering Service | Manager & Owner | Ponce, Puerto Rico | 01/2011 - 01/2016

- Managed catering operations including budgets, menus, purchasing, staffing, client service, compliance, profitability analysis, and event execution.

School of Hotel Administration | Chef Instructor | Guánica, Puerto Rico | 01/2001 - 01/2011

- Taught Food Safety, Culinary Fundamentals, Nutrition, Garde Manger, Baking and Pastry, À la Carte Cooking, High-Volume Production, Menu Development, and Hospitality Management.
- Supervised practical culinary training and guided up to 30 students through hands-on learning, internships, and professional skill development.

Le Bistro Five Diamond Restaurant, Las Casitas Village | Sous Chef | Fajardo, Puerto Rico | 01/1999 - 01/2000

- Supported fine dining operations in an exclusive members-only French restaurant within a five-diamond resort environment.
- Contributed to high-end service standards, refined culinary execution, and large-scale prestige events, including five-diamond gala dinner execution.

Hilton Ponce Golf | Garde Manger / Ice Sculptor | Ponce, Puerto Rico | 01/1998 - 01/1999

- Executed garde manger production, cold food presentation, fruit and vegetable carving, and ice carving for hotel culinary operations and events.

EDUCATION, CERTIFICATIONS & SPECIALIZED TRAINING

Education & Professional Development

- Culinary Arts — New England Culinary Institute, Montpelier, VT (1996)
- Pastry — Sugar Arts Institute, Rio Piedras, PR (1992)
- Culinary Internship Program — El Conquistador Resort (1998)
- Ice Carving — Culinary Institute of America, Hyde Park, NY (1997)
- Chef to Chef Conference (2025)

Certifications & Languages

- Food Safety Manager Certified
- Spanish: Native
- English: Proficient

TECHNICAL & SPECIALTY SKILLS

POS reporting, inventory systems, Microsoft Office, digital temperature logs, food delivery platforms, forecasting, menu costing, pastry arts, garde manger, ice carving, fruit and vegetable carving.

References available upon request