



PIERGIORGIO R. MELATTI

Executive Bar Manager



Contacts

+39 3518840823

scrivimi@melattimixology.it

www.melattimixology.it

Drink_and_Management

[Piergiorgio.R.Melatti](#)

Language

- Italiano native
- Portuguese Fluent C1
- English Fluent C1
- Spanish A1

Hobby

- Travel
- Motorcycles
- Fitness
- Foreign Languages
- Study and Design of Craft Beers
- Art
- Cinema

Who I

Passion for mixology and high-level hospitality. Graduated in 1991 from the Hotel Institute, I have gained solid experience in the sector, starting to collaborate with small local businesses since my early school years. I then deepened my skills at the Saint Andrew Hotel in Campotosto, where I completed internships and ongoing collaborations. As a member of AIBES, I have participated in numerous training and updating courses, working alongside internationally renowned bartenders such as Umberto Caselli, Danilo D'Este, and others. My continuous search for new techniques and trends has allowed me to acquire in-depth knowledge of the world of cocktails and luxury hospitality.

Education and training

- Diploma from Hotel Institute – Room and Bar Sector | 1991 Pescara
- English Language Course at British Institute of Languages | 1995-1999 Pescara
- Diageo Whisky Master Level 1 | 2000 Civitanova Marche
- Diageo Whisky Master Level 2 | 2000 Civitanova Marche
- Diageo Rum Master Level 1 | 2001 Civitanova Marche
- Diageo Rum Master Level 2 | 2001 Civitanova Marche
- Bacardi-Martini Rum Master | 2002 Lanciano (CH)
- Prosecco Wine Master | 2010 Soligo (TV)
- Sparkling Wines and Classic Method Trento DOC Ferrari | 2012
- Carving and Garnish (Vegetable and Fruit) | 2005 - Andy Mannart School, Switzerland
- Master in Wine and Service | 2024 Cantine Ca' Maiol



Competenze e skills

- Consolidated experience in bar management for luxury environments and creation of exclusive drink, brunch, appetizer, canapé, and snack menus.
- Leadership and ability to optimize team and service.
- Focus on excellence and customer experience.
- Trainer for AIBES / IBA.
- First Level Sommelier.
- Leadership and team management.
- Organizational skills and problem-solving abilities.
- Customer orientation and attention to detail.
- Advanced mixology and knowledge of market trends.
- Creation of signature cocktails and customized menus with particular attention to drink/food cost.
- In-depth knowledge of champagne and sparkling wines, spirits, especially: Tequila and Rum.
- Cost management, inventory, and resource optimization.
- Use of management software (Micros, Giacomuzzi, Tilby, etc.).
- Advanced knowledge of Microsoft Office, Google Office, Canva.
- Google Digital Master 2018.
- HACCP standard control.

Professional experience

Hotel Sheraton Four Points

Bolzano - Italia

2023- Today

- **Main Responsibilities:**
- Team leadership-Operations management
- Creation of cocktail menus
- Cost/stock control
- Team training and research on innovations and trends
- Quality control of service
- Customer care
- Calculation of the annual budget
- **Results:** Cost reduction and upselling increase of +32% compared to 2022
- Customer satisfaction rating on TripAdvisor +100%



Bar Roma

Pescara - Italia

2023- Today

- **Main Responsibilities:**
- The two outlet bars in Rome of the multi-awarded pastry chef Andrea Roma
- Training and updating of staff
- Designing upselling strategies and menu innovations



Hotel Luci De la Muntagna

Porto Cervo - Italia

2023- 2023 (Summer season)

- **Main Responsibilities:**
- Team leadership
- Operations management and customer care, particularly at the Terrazza Fendi
- Creation of cocktail menus
- Cost and stock control
- Team training and research on innovations and trends
- Quality control of service
- **Results:** Cost reduction and upselling increase of +12% compared to 2022



Tennis Bar e chalet

Pescara - Italia

April- November 2022

- **Main Responsibilities:**
- Executive Bar Manager
- Staff Training
- Management
- Catering Supervisor
- Creation of new menus
- **Results:** +7% compared to 2021
- Creation of events such as artistic appointments and happy hours



Awards and Achievements

- •First Place at AiBES/IBA Cocktail Competition 2000, Category: After Dinner
- •First Place at AiBES/IBA Cocktail Competition 2001, Category: After Dinner
- •First Place at AiBES/IBA Cocktail Competition 2002, Category: Pre Dinner
- •First Place at AiBES/IBA Cocktail Competition 2003, Category: Long Drink
- •First Place at Gran Prix Martini 2001, Category: Classic
- •First Place at Gran Prix Martini 2002, Category: Classic
- •Second Place at Gran Prix Martini 2003, Category: Fancy
- •First Place at Gran Prix Martini 2003, Category: Team Classic
- •Second Place at Gran Prix Martini 2004, Category: Fancy
- •Second Place at Summer Slam Competition Termoli AIBES 2002

La Chiave Bianca Small boutique & Luxury Event Francavilla a Mare (CH) 2020-21

- **Main Responsibilities:**
 - Executive Bar Manager
 - Staff Training and Coordination
 - Food Pairing Supervisor
-

Cafe' bistrot La Brasileira Porto Alegre- R.S. Brasile 2016-18

- **Main Responsibilities:**
 - Executive Bar Manager
 - Staff Training and Coordination
 - Menu Creation
 - **Results:** Venue located in the Piceno center of Porto Alegre (Centro Histórico)
 - Creation of brunch menus and introduction of new lists and trendy European aperitifs
 - Growth of +2%
-

Cafe' bistrot SaleFino Porto Alegre- R.S. Brasile 2014-15

- **Main Responsibilities:**
 - Executive Bar Manager
 - Staff Training and Coordination
 - Food Pairing Supervisor
 - Menu Creation
 - **Results:** Venue located in the Galleria Chavez, in the heart of Porto Alegre (Centro Histórico)
 - Creation of brunch menus and introduction of new lists and trendy European aperitifs
-

Sirens Corner Cafe' e chalet Francavilla al Mare- (CH) Italy 2011-13

- **Main Responsibilities:**
- Executive Bar Manager
- Staff Training and Coordination
- Food Pairing Supervisor
- Menu Creation
- Cash Closure
- **Results:** Two establishments located in the center of Francavilla al Mare: a pub-restaurant and a lounge kiosk directly on the beach, totaling three outlets with a rotating staff of 12 people in the F&B area
- Increase of +4% compared to the previous year



Tartarughino - Guerino Restaurant
Pescara Italy
2010-11

• **Main Responsibilities:**

- Executive Bar Manager
- Staff Training and Coordination
- Creation of Drinks Menus
- **Results:** Two establishments located in the center of Pescara, with three outlets and a total rotating staff of 15 people
- Il Tartarughino, in addition to having a lounge bar directly on the beach, was a regular venue for weekly events such as Happy Hour and disco nights
- Increase of +2% compared to the previous year

Delfino Verde- Bordo piscina club
Pescara Italy
2008-09

Main Responsibilities:

- Executive Bar Manager
- Staff Coordination
- Creation of Drinks Menus

Results: Two establishments located in the center of Pescara: a restaurant and a club, with three outlets and a total rotating staff of 22 people

- Il Bordo Piscina, a well-known risto club, was a regular venue for weekly events such as Happy Hour and disco nights, as well as dinner events by the pool
- Increase of +3% compared to the previous year

References: A. Santori /A. Salerno

Discoteca Lounge bar Lo Stellario
Chieti Italy
2000-07

Main Responsibilities:

- Executive Bar Manager
- Staff Training and Coordination
- Creation of Drinks Menus-Purchasing and Inventory Control
- Cash Closure and Budget Accounting

Results:

- Establishment located at the highest point of the city, above the historic center of Chieti, with a total rotating staff of 42 members
- The nightclub, entirely designed by architect Finarelli and featuring the design of Rude Bravo, was situated directly on the archaeological site of La Civitella
- It had four outlets, an event terrace with optional catering, and a Roman amphitheater that hosted major events such as Zelig Tour, Il Gobbo di Notre Dame by Riccardo Cocciante, Pino Daniele, Franco Battiato, and many more
- The lounge bar was a regular venue for smaller weekly events such as Happy Hour and live music nights
- The flow was approximately 5,000 weekly attendees
- Increase of 100% with a steady annual growth of 5%

References: Giancarlo Della Rocca



Banana Club Inn 88
Pescara Italy
1998-99

Main Responsibilities:

- Head Bartender
- Staff Training and Coordination
- Creation of Drinks Menus
- Food Pairing

Notes: Establishment located in the historic center of Pescara, with a total rotating staff of 6
•The Banana Club, a lounge bar, was a regular venue for weekly events such as Happy Hour and disco nights, in addition to being a refined gourmet restaurant

References: Renzo Zazzara



Testa Srl. Le terrazze Hotel
Pescara Italy
1997-98 (Summer season)

Main Responsibilities:

- Bartender

Notes: Establishment located in the center of Pescara, featuring a terrace for aperitifs and dinner on the rooftop of Hotel Esplanade, facing the sea



"With extensive experience in managing bars and luxury establishments, I am ready to take your venue to new levels of excellence. My dedication to impeccable service and creating unforgettable experiences for guests aligns perfectly with your vision. Contact me to explore how I can contribute to elevating the prestige of your outlets and transforming every visit into an extraordinary moment."

"For further information and written references, please consult the website:
www.melattimixology.it"