

01190 - Volunteer Committee / Advisory Board Member

Expires
10/15/2022**Contact Information -- Person ID: 42837329**

Name:	LUIS MIGUEL TORRES	Address:	190 SE 5th Avenue Apt. 426 Delray Beach , Florida 33483 US
Home Phone:	2015774788	Alternate Phone:	
Email:	torresgallardo@icloud.com	Notification Preference:	Email
Former Last Name:		Month and Day of Birth:	04/13

Personal Information

Driver's License:	Yes, Florida , Class A
Can you, after employment, submit proof of your legal right to work in the United States?	Yes
What is your highest level of education?	Some College

Preferences

Minimum Compensation:	\$0.00 per hour; \$0.00 per year
Are you willing to relocate?	Yes
Types of positions you will accept:	Regular
Types of work you will accept:	Full Time
Types of shifts you will accept:	Day , Evening , Night , Rotating , Weekends , On Call (as needed)

Objective**Education**

City of Delray Beach has chosen not to collect this information for this job posting.

Work Experience

General Manager / CEO 6/2018 - 6/2019	Hours worked per week: 40 Monthly Salary: \$0.00 May we contact this employer?
---	--

CASA DE MONTECRISTO
Fort Lauderdale, Florida**Duties**Fort Lauderdale, FL 2018 - June 2019
\$54M premiere cigar retail chain with 20 brick and mortar locations across the US.**General Manager / CEO**

Engaged & empowered Management team consisting of CFO, Operations Director, Marketing Director, and Regional Managers and over 200 employees
Integrated recently-acquired retail stores, improved financial returns, created brand synergy and grew market position
Full P&L responsibility achieved 3% growth in topline sales, despite adverse conditions, while other lines averaging 1%
Optimized and improved inventory turns by 12%, by creatively solving complex issues in 7 months,
reducing working capital needs by \$1M
Performed complete audit of retail operations eliminating redundancies resulting in reduced

overhead
expenses annually of \$500K within the first 6 months
Established accessories focus and grew category by 30% generating \$300K+ in topline sales
Created mission and vision of business culminating ownership and passion to inspire organization
Instituted industry and sales training program to develop store staff across the US

Reason for Leaving

Left company was out for sale

National Director Of Retail

5/2015 - 6/2018

Hours worked per week: 40

Monthly Salary: \$0.00

May we contact this employer?

DAVIDOFF OF GENEVA
Atlanta, Georgia

Duties

and Houston) with revenue of \$19M and team of 42. Reported to CEO North America

Developed, owned and executed strategic, well-reasoned sales and distribution strategy across all channels in North America

Grew top line sales +33% in aggregate (18 month) period

Improved both sales revenue and margin resulting in +4% margin improvement through better assortments and price points

Owned and delivered upon national sales forecast across New York, Atlanta, and Houston to ensure

revenue and EBITDA targets were met and exceeded by +\$280K

Developed and nurtured high-impact client relationships at all major retail accounts resulting in largest

single sale globally in company history - \$270K to tech entrepreneur

Recruited, hired and trained General Managers for new store locations. Provided leadership, expertise

and brand building opportunities

Opened 3 new boutiques: one each in Atlanta, Houston, and Downtown NYC in addition to renovating

company's 2nd largest retail location

Reason for Leaving

Promotion

General Manager

5/2011 - 6/2018

Hours worked per week: 40

Monthly Salary: \$0.00

May we contact this employer? Yes

DAVIDOFF OF GENEVA
NYC , New York

Duties

Davidoff of Geneva since 1911 Flagship Stores are destination of choice for anyone aspiring to fine hand-made

cigars, luxury accessories and sophisticated gifts.

Reason for Leaving

Promotion

General Manager

8/2011 - 6/2015

Hours worked per week: 40

Monthly Salary: \$0.00

May we contact this employer?

DAVIDOFF OF GENEVA
NYC , New York

Duties

Managed all aspects of NYC flagship business including: P&L, Visual merchandising, Recruitment, training and managed team of 9 sales professionals. Marketing and Special events. Client outreach and relationship management
Grew business by over \$1M during tenure (from \$3.8M to \$5M)
Most profitable location globally for Davidoff of Geneva
Instituted cost savings of 27% on operating expenses
Increased Davidoff of Geneva portfolio to 74% of all cigar sales (from 62%)
First recipient of 'CEO Award' for outstanding achievements globally in 2015

Reason for Leaving

Promotion

General Manager

1/1998 - 1/2010

Hours worked per week: 40

Monthly Salary: \$0.00

May we contact this employer?

GEORG JENSEN

Short Hills, New Jersey

Duties

Managed all aspects of high jewelry, watches, and accessories, including sales and customer service, budgeting, sales forecasting, employee relations and merchandising
Expanded watch business from 3% to 18% and precious jewelry by 22% in 3-year period
Steadily increased revenue by 9% per year overall through strong focus on customer service, excellent merchandising, and staff training
Increased annual sales volume in 2006 by 38%
Recruited, trained and managed staff of 7 sales professionals
Launched new products and collections through focused strategic planning, staff training and innovative team building
Established record of leadership by example through personal sales performance, staff retention and company loyalty

Reason for Leaving

New opportunity

Certificates and Licenses

City of Delray Beach has chosen not to collect this information for this job posting.

Skills

Office Skills

Typing:

Data Entry:

Languages

Spanish - Speak, Read, Write

Additional Information

Honors & Awards

First recipient of 'CEO Award' for outstanding achievements globally in 2015

References

Professional

Barkley, Larry

646670045

Resume

Text Resume

Attachments

Attachment	File Name	File Type	Created By
LUIS MIGUEL TORRES RESUME 10 20.pdf	LUIS MIGUEL TORRES RESUME 10 20.pdf	Resume	Job Seeker

Agency-Wide Questions

- 1. Q:** The Board application MUST be completed whether you submit a resume or not. It is important that your application show all the relevant experience and skills you possess that would assist you in serving on this committee or board. Applications must be received no later than ten (10) business days prior to the first City Commission meeting where the nomination for appointment to the board will be considered. Applications may be rejected if incomplete. Resumes alone WILL be rejected. PLEASE NOTE: A) ONCE YOU SUBMIT YOUR APPLICATION, YOU WON'T BE ABLE TO ADD OR CHANGE ANYTHING and you will NOT be able to reapply for the same position(s) during that posting period. B) The City of Delray Beach is a public entity subject to Chapter 119 of the Florida Statutes concerning public records. Therefore, please be advised that all applications are public record and subject to the disclosure provisions of Chapter 119 of the Florida Statutes. In addition, please be advised that applications will remain on file in the City Clerk's Office for a period of two (2) years from the date submitted. It is the applicant's responsibility to ensure that the application on file is current.

A:

- 2. Q:** Declaration of Personal Information Exemption Personal Information provided in this application is public information unless the applicant qualifies for an exemption pursuant to Florida Statutes. You are encouraged to thoroughly read the applicable sub-sections of F.S. 119.071. If you qualify for an exemption, your address and phone number are protected information. If you have any questions, please contact the Clerk's Office at 561-243-7056. Do you qualify for a statutory exemption from public disclosure based upon F.S. 119.071?

A:

- 3. Q:** If you stated yes to the above, please list under which sub-section of F.S. 119.971 do you qualify for a statutory exemption from public disclosure?

A:

- 4. Q:** The City of Delray Beach does not discriminate on the basis of race, color, national origin, sex, religion, age or disability, marital status, family status or sexual orientation in employment or the provision of services.

A: Acknowledged

- 5. Q:** I identify my gender as...

A: male

- 6. Q:** Age

A: 41-64

- 7. Q:** Occupation (If retired, please indicate former occupation or profession.)

A: consultant

- 8. Q:** How many years have you lived or worked in Delray Beach?

A: 5 months

- 9. Q:** Employer name and address

A:

10. Q: Home Phone

A:

11. Q: Mobile Phone

A:

12. Q: Business Phone

A:

13. Q: Please contact me at the following phone number

A: Mobile

14. Q: Please contact me at the following address.

A: Home mailing

15. Q: Do you or any of your family members work for or serve on the board of directors of any organization which has contracted with or applied for funding from the City of Delray Beach?

A: No

16. Q: Do you anticipate any involvement of this kind in the future? If yes, please describe the relationship.

A: no

17. Q: Have you previously been employed by the City of Delray Beach?

A: No

18. Q: Have you served on the City Commission in the last year?

A: No

19. Q: Are you currently serving or have you previously served on any City boards?

A: No

20. Q: If yes to above, then please list the boards that you have served on, and your contributions to each?

A:

21. Q: Do you have any relatives employed by the City of Delray Beach?

A: No

22. Q: EXPLANATION: If you entered yes for the question above, what is the name of the relative and your relationship. (Please indicate N/A if not applicable)

A:

23. Q: Are you a registered voter?

A: Yes

24. Q: How does your education or experience compliment the powers and duties of the

Board?

A: Broad experience in retail and personnel

25. Q: Please list any professional certifications, licenses or certificates that you possess that relate to the board for which you are applying.

A:

26. Q: **Valid e-mail address is necessary to be able to receive notifications from City Clerk's department including but not limited to notices to schedule an interview, application received or rejected notices, etc. Most correspondence will be done through e-mail notifications. Please ensure that valid e-mail address shows on your application and that you remember your login information.**

A: Acknowledged. It is my responsibility to provide a valid e-mail address for correspondence and e-mail notifications. I understand that if I don't check my e-mails or forget my login information, I might miss important messages regarding the position I applied for, and/or any tests or pre-requisites that might be required of me, which could result in missing the opportunity to be considered for the position.

27. Q: I understand and agree that: The City of Delray Beach participates in E-Verify and will provide the federal government with your Form I-9 information to confirm that you are authorized to work in the U.S.

A: I understand and agree

Supplemental Questions

1. Q: I am interested in serving on the following committees, boards, groups or authorities. (Select up to 3 committees from the list below:)

A: Affordable Housing Advisory Committee
Board of Adjustment
Board of Trustees for the Police Officers Retirement System
Community Redevelopment Agency
Delray Beach Housing Authority
Downtown Development Authority
Education Board
General Employee Retirement Board
Historic Preservation Board
Kids & Cops Committee
Parking Management Advisory Board
Police Advisory Board
Public Arts Advisory Board
Planning and Zoning Board

2. Q: Please list any community activities that relate to this position.

A: N/A

3. Q: List any experience that would assist you in serving on this committee, board, commission, or authority

A: N/A

4. Q: Please indicate any activities you are involved with that may present a conflict of interest with the committee, board, commission, or authority you are applying for.

A: N/A

5. Q: How did you hear about the vacancy on this committee, board, commission, or authority?

A: Other

6. Q: If "other" was selected for question #6, please describe here.

A:

7. Q: Why do you want to serve on this committee, board or commission?

A: To help the city I am in love with

8. Q: What unique abilities/skillset/perspective would you bring if selected?

A: N/A

9. Q: Please describe your understanding of the functions and capacity of the board(s), committee(s), or commission to which you are applying?

A: To inform and create value for the citizenry

10. Q: Have you ever attended a meeting of the board or committee for which you are applying?

A: No

11. Q: I understand that by applying to this committee, board, commission, or authority, I am offering a reasonable portion of my time to the City of Delray Beach and the requirements that accompany this position, including, but not limited to, routine meetings, hearings and responsiveness to the public.

A: Yes, I understand