

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** Hours worked per week: 40  
6/2018 - 6/2019 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:

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**10. Q:** Home Phone

A:

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**11. Q:** Mobile Phone

A:

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**12. Q:** Business Phone

A:

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

A: Mobile

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

A: Home mailing

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**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

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

A: no

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

A: No

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

A: No

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

A: No

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

A:

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

A: No

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**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:

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**23. Q:** Are you a registered voter?

A: Yes

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

Board?

A: Broad experience in retail and personnel

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

A:

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**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.

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**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

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#### 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

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

A: N/A

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

A: N/A

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**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

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

A: Other

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

A:

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

A: To help the city I am in love with

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

A: N/A

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**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

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

A: No

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**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