JULIAN MERCER

BAR MANAGER

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PROFESSIONAL SUMMARY

Bar manager with 8+ years in cocktail bars and hotel lounges, the last four leading bar teams of 10 to 14. Builds seasonal cocktail menus, controls pour cost and inventory, hires and trains bartenders, and keeps service responsible and compliant. Holds TIPS and ServSafe credentials.

PROFESSIONAL EXPERIENCE

Bar Manager Apr 2023 - Present
Kimpton Hotels & Restaurants, Denver, CO

- Manage a hotel lobby bar and rooftop lounge with annual beverage sales of about $2.1M and a team of 14 bartenders, barbacks, and servers.
- Reduced pour cost from 26% to 21% by moving to jiggered pours, weekly spot counts, and a standardized batching program.
- Designed four seasonal cocktail menus that raised average check at the lounge by about 11%.
- Hired and trained eight bartenders using a 3-week program covering recipes, speed, and responsible service, with turnover down to 28% from 45%.
- Built a nonalcoholic and low-ABV menu that now accounts for 15% of drink sales.
- Coordinate private events and hotel group bookings, setting beverage packages with sales and catering.
- Schedule bar staff weekly against forecast covers and events, keeping labor to about 17% of beverage sales.

Lead Bartender Jun 2019 - Mar 2023
Death & Co, Denver, CO

- Led service on weekend shifts for a bar of about 110 seats, producing up to 90 cocktails an hour at peak.
- Developed 12 cocktails for the menu, two of which stayed among the top five sellers across several menu changes.
- Created the shift-end inventory and waste log, which cut spirit variance from 3.5% to 1.8%.
- Trained eight new bartenders on spirit knowledge, technique, and the house service steps.
- Ran the monthly liquor order with four distributors and negotiated case discounts that saved about $9K a year.

Bartender Aug 2017 - May 2019
Rock Bottom Restaurant & Brewery, Denver, CO

- Served a high-volume bar with 24 taps and a full cocktail program, averaging $1,800 in nightly sales.
- Managed cash drawer and POS reconciliation with no unexplained shortages.
- Verified ID and followed responsible service practices, intervening to prevent overservice on busy event nights.
- Ran pre-shift tastings of new beers and seasonal cocktails with the floor team, which helped servers sell the specials on busy weekends.

CORE SKILLS

Cocktail menu development | Pour cost control | Beverage inventory and ordering | Bar staff hiring and training | Responsible alcohol service | Scheduling and labor control | Event and private bar service | Spirits and beer knowledge | Batching and prep systems | POS systems (Toast, Aloha) | Vendor negotiation | Health and licensing compliance

EDUCATION

Bachelor of Science in Hospitality, Tourism and Events, Metropolitan State University of Denver, Denver, CO

CERTIFICATIONS

TIPS Alcohol Seller/Server Certification | ServSafe Manager, National Restaurant Association | ServSafe Alcohol