

Dmitrii Stroilov

Bar Manager



Overview

Current location: Bahrain
Nationality: Russian
Date of birth: 08.11.1992

Contact:
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Education

Bonch-Bruevich Telecommunication
University
Saint-Petersburg, Russia
BA in European research, Humanity
Studies
2011-2017

WSET L2 - 2025
in Wine and Spirits certificate

The Art Of Shaking - 2024
By SIPS Drinkery & Paradiso

Craft&Mixology Course
by Pernod Ricar – 2018

International Bartender Association
Craft&Mixology Course - 2014
Flair Course - 2014

Key Skills

- Beverage Menu Development
- Inventory Management
- Team Leadership
- Supplier Relations
- Training and Development
- Cost Control
- Compliance and Safety
- Customer Service
- Mixology

Summary

Dedicated and results-driven professional with over a decade of experience in the hospitality industry. Adept at leading beverage programs, managing teams, and optimizing profitability. Seeking an opportunity to leverage my expertise in beverage management to enhance the customer experience and drive business.

Experience

October 2024 – Present

Bar Manager • The Pelican Club • Kingdom of Bahrain

- Designed and launched a full signature cocktail menu aligned with the brand's Miami-tropical identity, balancing creativity with commercial appeal.
- Recruited, trained, and managed a diverse team of bartenders, barbacks, and floor staff.
- Conducted ongoing training programs covering spirits&wines education, upselling strategies, cocktail theory, and brand-specific knowledge.
- Managed all bar-related procurement, inventory control, and cost analysis (COGS), achieving sustainable margin performance.
- Ensured compliance with hygiene, licensing, and safety regulations.
- Built a visually striking bar program with cohesive garnish and glassware design that elevated social media engagement.
- Worked closely with marketing and events to deliver curated cocktail experiences for high-profile guests and influencers.
- Developed storytelling for each cocktail to align with The Pelican Club's voice, enhancing the emotional connection with guests.

July 2022 – September 2024

Bar Manager • Cotton Gin Bar • Kingdom of Bahrain

- Responsible for establishing new bar with full-scale support on every level: negotiating contractors, designing, accounting, hiring, ordering equipment, creating unique beverage program with more than 400 different spirits and liquors while maintaining cost control
- Managed a team of dozen bartenders and servers, providing training and guidance to ensure exceptional service.
- Implemented inventory management systems, resulting in a reduction in waste and improved stock turnover.

- Established relationships with suppliers to secure favorable pricing and exclusive product offerings.
- Conducted regular staff meetings and performance evaluations to improve team productivity and morale.
- Maintained compliance with all relevant health and safety regulations and ensured staff were trained accordingly.

September 2021 – June 2022

Head Bartender • Netsu, Mandarin Oriental Jumeirah • Dubai, UAE

- Assisted in the development and execution of beverage programs, including cocktail menus and wine lists.
- Coordinated beverage inventory, ordering, and receiving, optimizing stock levels and minimizing shortages.
- Trained and mentored staff on beverage preparation techniques, service standards, and responsible alcohol service.
- Implemented quality control measures to ensure consistency in beverage presentation and taste.
- Collaborated with the Beverage Manager to analyze sales data and make data-driven decisions to increase profitability

Computer Skills

MS Office
MS Navison
R-Keeper
1C Database
Torqus, Micros, Invo
Adobe Suits

Languages

Russian - Native
English - Proficiency
German – A2

July 2020 – August 2021

Bar Manager • F11 Sky bar&Restaurant • Saint-Petersburg, Russia

- Pre-opening team.
- Developing beverage program and designing menus.
- Creating motivational and educational programs for staff.
- Managing a team of bartenders, servers and barbacks.
- Cost and operational control.
- Ensuring of exceptional quality of service and positive financial results.

Leisure activities

Football
Tennis
Motorbikes riding
Graphic design
Self-education
Video production/editing

March 2019 – May 2020 *Bar Manager • Akaya Bar&Bistro • Kingdom of Bahrain*

April 2016 – January 2019 • *Head Bartender • Four Seasons Lion Palace • Saint-Petersburg, Russia*

June 2013 – March 2016 • *Bartender • Big Liver Place Bar • Saint-Petersburg, Russia*

November 2012 – May 2013 • *Bartender/Barista • Ice Bar/International Airport • Saint-Petersburg, Russia*

References&Certificates

Available upon request.