

WESLEY ROSS MCDONALD

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PROFESSIONAL SUMMARY

Foodservice operations leader with over 10 years of experience improving sales, service, cost control, and team performance in Texas Roadhouse restaurants. Led a \$6M annual revenue location and 120 employees, increasing sales by 8% and profit margin by 4%. Offers firsthand knowledge of restaurant purchasing, inventory, food cost, team development, and guest service, supported by a practical approach to solving operational problems.

SKILLS

Restaurant Operations | B2B Gift Sales | P&L and Margin Management | Sales Growth | Inventory and Purchasing | Food Cost Control | Team Leadership and Training | Guest Experience | Data Analysis | Process Improvement

PROFESSIONAL EXPERIENCE

TEXAS ROADHOUSE — Palmyra, PA

Managing Partner | December 2023–February 2026

- Directed full P&L responsibility for a \$6M annual revenue location with 120 employees, increasing sales by 8% and profit margin by 4%.
- Introduced B2B gift-sales initiatives for local businesses.
- Built inventory analysis and predictive ordering software to identify cost inconsistencies and improve purchasing decisions.
- Reduced average peak-hour check times from 30 to 20 minutes and improved table turns from 62 to 59 minutes, increasing daily guest capacity.
- Reduced employee turnover from 130% to 86% through structured hiring, training, and development programs.

TEXAS ROADHOUSE — York, PA

Service Manager / Kitchen Manager | June 2017–December 2023

- Built and deployed a curbside pickup system in one week during COVID-19, reducing guest wait times from 60 to 20 minutes while supporting \$20K–\$30K in daily sales.
- Managed more than 100 employees and oversaw kitchen operations, including food cost control, preparation-time efficiency, and safety and sanitation compliance.
- Developed a real-time labor tracking and manager alert tool that reduced unnecessary overtime costs.
- Automated liquor ordering to prevent stock discrepancies and ordering errors.
- Built an SMS feedback system that achieved the highest employee participation rate among 13 market locations.

TEXAS ROADHOUSE — State College, PA

Hourly Manager / Bartender / Server | April 2014–June 2017

- Led shifts of 15–30 servers and support employees while maintaining guest satisfaction.
- Created a statistical tracking spreadsheet to identify top performers and coaching opportunities.
- Maintained bar drink ticket times below three minutes during peak service.

EDUCATION

Penn State University | Bachelor of Science in Economics

CERTIFICATIONS

ServSafe Certification — Current

TECHNICAL SKILLS

Data Analysis | Workflow Automation | JavaScript | TypeScript | React | Node.js | Firebase | Twilio API