

Martin D. Harris

Ponta Preta, Maio, Cabo Verde

WhatsApp: 401-203-4715

Date of Birth: August 2, 1956

US Citizen/Passport #

Summary

Experienced professional with a diverse background in restaurant management, real estate sales, and legal practice. Proven track record in optimizing operations, enhancing customer satisfaction, and driving revenue growth. Adept at managing complex projects, leading teams, and navigating legal and regulatory environments.

Skills

- Operations Management
- Customer Service Excellence
- Marketing and Sales Strategy
- Financial Analysis and Budgeting
- Team Leadership and Training
- Legal Compliance and Contract Negotiation
- Conflict Resolution and Mediation
- Market Analysis and Development
- Legal Research, Writing, and Analysis
- Public Speaking

Experience

Restaurateur

Self-employed, Martin's Hospitality

Maio, Cape Verde

08/2019 - Present

- Managed day-to-day restaurant operations, including scheduling, budgeting, and inventory control.
- Implemented marketing campaigns to boost revenue and brand awareness.
- Provided exceptional customer service and resolved complaints professionally.
- Conducted weekly team meetings and offered feedback for performance improvement.
- Ensured compliance with food safety regulations and sanitation standards.
- Recruited, hired, trained, and evaluated staff; managed accounts payable, receivable, and payroll.
- Oversaw food preparation, inventory, and safety practices to maintain high operational standards.
- Analyzed financial statements and prepared reports on revenues and expenses.

Real Estate Sales & Development

Self-employed, Maio Properties

Maio, Cape Verde

08/2019 - Present

- Reviewed contracts and managed real estate transactions ensuring legal compliance.

- Advised clients on property selection and conducted market analysis for new developments.
- Created and managed advertising campaigns; organized promotional events.
- Developed sales strategies, managed project budgets, and enhanced profit margins.
- Prepared weekly reports on sales activities and market conditions.

Attorney

Self-employed

Providence, Rhode Island

10/1984 - 05/2023

- Extensive trial experience in criminal, immigration, personal injury, family law, real estate, and contract matters.
- Provided legal counsel and representation at state and federal levels.
- Retired in May 2023 after a distinguished career in legal practice.

Education and Training

Temple University, Philadelphia, PA

J.D. in Law – 05/1983

Stockton University, Absecon, NJ

Bachelor of Arts in Political Science – 05/1980