

Kevin D. Quispe

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EDUCATION

Rutgers Business School

Bachelor of Science in Finance, Magna Cum Laude, GPA: 3.78/4.00

Newark, NJ

May 2026

New York University- School of Professional Studies

Master of Science in Global Security, Conflict, and Cybercrime

New York, NY

Expected Start: Sep 2026

PROFESSIONAL EXPERIENCE

Imperial Peruvian Bar & Restaurant

Business Operations & Financial Manager

Kearny, NJ

Aug 2023 - Present

- Modernize restaurant financial infrastructure by replacing a legacy cash register with the Toast POS system, integrating sales, payments, delivery platforms, and reporting into a single source for revenue, menu decisions, and analysis
- Audit vendor invoices against bank statements and itemized records to identify billing errors, catching and resolving a \$2,000 overcharge by disputing the invoice directly with the vendor and receiving a corrected bill within one week
- Reconcile \$1,500+ in daily transactions by matching cash receipts, POS records, and deposit logs at end-of-day close, reviewing vendor invoices and escalating unresolved variances through staff review and transaction-level investigation
- Reduce operating costs by ~\$500/month by auditing POS subscriptions and renegotiating the internet contract, and cutting water expenses by over 40% by identifying an inefficient ice machine as the root cause and replacing it
- Drive a 10.5% year-over-year net sales increase in 2026 YTD by analyzing Toast POS, Excel, and SQL data to identify revenue trends, redesigning menu pricing with market comparisons, and coordinating external social media expansion

MILITARY EXPERIENCE

U.S. Marine Corps, Department of Defense

Squad Leader / Machine Gunner

Camp Pendleton North, CA

Aug 2019 - Aug 2023

- Delivered specialized weapons and tactics training across a 36-person unit as one of three certified instructors, leading instruction through field exercises, overseas deployments, and time-critical scenarios requiring rapid coordination
- Maintained zero equipment loss over four years on \$5M+ in tracked equipment by conducting daily checks during field exercises and monthly audits using serial-number verification, condition inspections, and supervisory review
- Achieved a 100% pass rate among 4 direct reports in a competitive infantry qualification program by running structured course review and practical drills, doubling the prior group's 50% pass rate within the same unit

PROJECTS & PROGRAMS

Restaurant Financial Controls & Operational Analytics Project

May 2026 - Present

- Build an analytics workflow by consolidating POS exports, bank statements, vendor records, and payroll data into Excel datasets, enabling revenue, cost, and cash-flow analysis through a repeatable Excel-to-CSV-to-MySQL pipeline
- Design MySQL tables and SQL queries using SELECT, GROUP BY, JOIN, and aggregation logic to analyze sales, expenses, and vendor activity, preparing structured datasets for Power BI dashboards and anomaly detection
- Identify a labor efficiency ratio of 48%, exceeding typical restaurant benchmarks, and surface a 15–20% menu price increase opportunity by benchmarking current pricing against market rates and portion analysis

Goldman Sachs Veterans Integration Program

Apr 2026

- Connected with 5+ Goldman Sachs professionals across finance and operations through a veteran readiness program, sharing an analytics project and receiving positive feedback and building relationships for career development

Real Estate Underwriting & Investment Analysis

Oct 2025

- Built a multi-year cash flow model to project NOI and compare two commercial real estate investments by analyzing IRR, NPV, and equity multiple, assessing downside risk through sensitivity analysis on cap rate, rent growth, and LTV

ADDITIONAL INFORMATION

- **Tools:** Microsoft 365, Excel, PowerPoint, SQL, MySQL, Power BI, Access, ChatGPT, Claude, Toast POS
- **Languages:** English and Spanish, Native / Bilingual Proficiency
- **Certifications:** Bloomberg Market Concepts, Wall Street Prep Financial Training, Forensic Accounting & Fraud Examination, IBM Introduction to Artificial Intelligence, Securities Industry Essentials (SIE) — In Progress (2026)
- **Interests:** Brazilian Jiu-Jitsu white belt; Muay Thai training; second-season snowboarder; travel photography; vintage rock, soul, and Spanish vinyl collecting