

# Sophie Kelleher

## Bartender

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Bartender with four years of experience in cocktail bars and hotel lounges in Glasgow. Currently mixing at The Finnieston, one of the city's top cocktail bars, serving around 300 guests on a busy weekend night. Trained to WSET Level 2 in spirits and hold a personal licence. I take pride in creating drinks that people actually remember and keeping the bar running smoothly when it gets hectic.

## EXPERIENCE

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### Senior Bartender, The Finnieston, Glasgow

Mar 2023 – Present

Lead bartender at a well-known cocktail bar and seafood restaurant on Argyle Street.

- Mix **150-200 cocktails per shift** on weekend nights across a 12-seat bar and table service
- Developed **8 original cocktails** for the autumn/winter 2025 menu — 3 became the top sellers that season
- Manage bar stock and ordering — maintained **GP at 74%** consistently over the last 6 months against a 72% target
- Train and supervise **3 junior bartenders**, running weekly tasting sessions on spirits and technique

### Bartender, Kimpton Blythswood Square Hotel, Glasgow

Sep 2021 – Feb 2023

Bartender in the salon bar at a five-star hotel in Glasgow city centre.

- Served **200+ guests per evening** during peak periods including Hogmanay and Glasgow restaurant festivals
- Ran the afternoon tea cocktail pairing service — created **4 bespoke pairings** that boosted afternoon tea spend by £8 per head
- Managed cellar stock rotation and wastage reporting — kept wastage below **1.5% of revenue**
- Trained on Opera PMS for charging to hotel rooms and handling **conference delegate drink packages**

### Bar Staff, Oran Mor, Glasgow

Jul 2020 – Aug 2021

General bar work at a busy West End venue combining a pub, restaurant, and live music space.

- Pulled pints and served drinks to **400+ customers** on live music and comedy nights
- Learned cocktail basics and was promoted to the upstairs cocktail bar after **6 months**
- Handled cash and card transactions — responsible for a float of **£500** and cashed up at close

## EDUCATION

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### HND in Hospitality Management, City of Glasgow College, Glasgow

Sep 2018 – Jun 2020

Graded Unit A. Covered food and beverage operations, hospitality finance, and event planning. Completed a 3-month placement at the Grand Central Hotel Glasgow.

## SKILLS

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Classic & Contemporary Cocktail Making, Spirits Knowledge (Whisky, Gin, Rum), Bar Stock Management & Ordering, GP & Waste Control, Speed & Efficiency Under Pressure, Customer Engagement & Upselling, Cash Handling & Till Operation, Cocktail Menu Development, Training Junior Staff, Allergen & Responsible Serving

## CERTIFICATIONS

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### WSET Level 2 Award in Spirits, Wine & Spirit Education Trust

Oct 2023

### Personal Licence Holder (APLH Scotland), British Institute of Innkeeping

Jun 2021

### CIEH Level 2 Award in Food Safety in Catering, Chartered Institute of Environmental Health

Jan 2021

## LANGUAGES

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English (native)

## PROJECTS

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### Autumn/Winter Cocktail Menu – The Finnieston

Aug 2025 – Oct 2025

Developed and launched the seasonal cocktail menu.

- Created **8 original cocktails** using seasonal Scottish ingredients — sloe berries, heather honey, and Scottish brambles
- 3 cocktails became **top sellers** in their first month, outselling the previous menu's best by 20%
- Photographed and wrote descriptions for the printed menu and **social media campaign** that reached 12,000 people

### Afternoon Tea Cocktail Pairings – Kimpton Blythswood Square

Apr 2022 – Sep 2022

Designed cocktail pairings for the hotel's signature afternoon tea.

- Created **4 low-ABV cocktails** to pair with the patisserie selection — elderflower fizz, rhubarb sour, lavender spritz, and a tea-infused negroni
- Increased average afternoon tea spend by **£8 per person** — generating an estimated £18,000 in additional revenue over 6 months

## REFERENCES

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**Craig Dunbar**, Bar Manager, The Finnieston, craig.dunbar@thefinnieston.com, +44 7700 900 334

**Isla MacKinnon**, Food & Beverage Manager, Kimpton Blythswood Square Hotel, isla.mackinnon@kimpton.com, +44 7700 900 447

## EXTRA CURRICULAR ACTIVITY

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### Competitor – Glasgow Cocktail Week Speed Challenge

Oct 2024 – Oct 2024

Entered the speed round at Glasgow Cocktail Week 2024. Finished 3rd out of 24 bartenders — made 6 cocktails in under 4 minutes with blind ingredients.

### Volunteer Bartender – Glasgow Cocktails for a Cause

Mar 2023

Volunteer at charity cocktail events across Glasgow. Help run 3-4 events per year raising money for local causes — collectively raised over £14,000 since I started.