

## ▣ Speaker's Bio / Photo



**Dot Vartan**  
**Associate Director Culinary R&D**  
**Culinary Sales Support, Inc.**

### **Key Responsibilities**

- Provide culinary selling, marketing, training, R&D and sales presentation support to CSSI food manufacturing clients.
- Establish top level relationships with Top 200 restaurant chains to provide access to CSSI clients.
- Demonstrate proactive approach to helping clients grow and achieve success.
- Collaborate with other CSSI team members to support their culinary development and presentation work.
- Create product training materials for client sales force.

### **Professional Background**

- Culinary consultant, recipe development for Kraft Foods, Reiman Publishing and Publications International.
- Author of 4 cookbooks.
- Director of Publishing for Association Management Company.
- Graduate of The School of Culinary Arts at Kendall College