

2019 Vendor Of The Year

Vince Gianfrancesco

SENIOR PROJECT MANAGER AND BUSINESS DEVELOPMENT AT RELIABLE CONTRACTING

Vince Gianfrancesco is no stranger to RFMA awards. Since he joined in 2008, he has won two RFMA awards—one in 2016 for Membership Marvel and again in 2018 for Vendor Voice Most Valued Volunteer. He has also served on many committees, including Ethics, Membership Retention, Red Carpet Crew, Member Engagement, Vendor Voice, and he has been a regular RFMA Gives volunteer.

“Vince is one of our most active volunteers,” said Tracy Tomson, CAE, Executive Director at RFMA. “He has a perpetually positive attitude and is always happy to help in any way he can.”

Gianfrancesco will collect his third RFMA award, the Vendor of the Year award, at the 2019 annual conference in Austin, Texas.

“I never really feel like I do enough,” he said. “I’m grateful, and it’s outstanding that my peers think that highly of me.”

Gianfrancesco has been working in the restaurant industry for 20 years.

“I love what I do,” he said. “I get up every day with the same vigor and anticipation for the past 45 years.”

For Gianfrancesco, it’s all about building relationships, establishing trust and earning the confidence of his customers.

“You must have a personal connection, be a person of your word and truthful,” he said. “Nothing can replace face-to-face interactions, looking people in the eyes and shaking hands.”

“Vince’s dedication, commitment and passion have shown me what a great man he is, inside and out,” said Amanda Tavarez, Logistics Manager at DMC Facility Services. “His vision, inspiration and leadership make him an extraordinary boss, mentor and friend. I believe my success is due, in part, to his sincere support and mentorship. If your actions inspire others to dream more, learn more, do more and to become more, you are a leader.”

When his restaurant customers face challenging situations or closures, that's when Gianfrancesco shines. He works tirelessly until the problem is resolved or the restaurant has been reopened. He welcomes complex scenarios and finds the everchanging requests interesting and exciting.

"Vince Gianfrancesco embodies the can-do attitude that RFMA represents," said Jay Roach, Sr. Director of Construction & Facilities at TGI Fridays. "I could always count on Vince to come up with solutions to the thorniest issues and to be ready to do whatever it took to get the job done. Vince was one person I could call any time—day or night—knowing that he would step up to help solve whatever issue I was dealing with. More importantly, Vince's integrity was beyond question, and I always knew that I was getting the straight skinny from him and that he would stand behind his word and his commitments. He is a great project manager but an even better person."

The Vendor of the Year award is a validation of his unconditional work ethic.

"I don't think about the reward side of my job," he said. "I think about who I can help, how I can relieve my customers' pains and strains, so they can take care of their customers."

It will be Gianfrancesco's first trip to Austin. As a music lover, he's excited to explore the city's music scene, as well as gather with his industry friends and make new ones. It'll be an especially memorable trip, and he'll leave with a very special souvenir.