

THE POWER GRADIENT

Inspiring Future Entrepreneurs

Waiterful

Waiterful is on a mission to empower restaurant owners and managers to elevate their guest experience, streamline operations, and maximise efficiency.

<https://www.waiterful.com/>

Key Takeaways

Experience Derives Opportunities:

Cosmin's journey began with firsthand exposure to inefficiencies in the hospitality industry. Identifying real-world problems can lead to powerful business ideas.

Execute Ideas: A great idea is just the beginning. Cosmin stresses that success comes from taking action and implementing ideas effectively.

Passion Fuels Perseverance: Finding a niche and becoming fully invested in it is crucial. Dedication, sacrifice, and persistence are necessary for long-term success.

Learn from Feedback: Listening to customers and recognising gaps in service helped shape Waiterful.

Start Sooner, Not Later: If you have a vision to make a difference, don't wait for the perfect moment. As Cosmin advises, "If you feel ready to change the world, start now."



Connect with Cosmin Golache:

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Meet Cosmin Golache

Welcome to this week's edition of The Power Gradient. In this issue, I'm excited to share the inspiring story of Cosmin Golache, Founder of Waiterful. His journey from working as a waiter, to creating a groundbreaking hospitality platform, is a testament to the power of persistence and vision. Frustrated by inefficiencies in the industry, he didn't just accept them, he sought to change them. His story is one of opportunity, problem-solving, and the relentless pursuit of a better way to manage hospitality clientele. Read on for his advice and lessons on navigating challenges and achieving success in your ventures.

Always Pursue Solutions

Cosmin's first job as a waiter introduced him to the realities of restaurant service, long wait times, miscommunication, and an overall lack of efficiency. Instead of seeing these issues as unavoidable, he recognised them as avenues of opportunity. He understood that small changes could lead to significant improvements, not just for customers but also for the hardworking waitstaff who often struggled to keep up. His ability to identify these barriers and envision a solution was the first step toward something bigger.

Human Connections

Rather than waiting for someone else to fix the problem, Cosmin took it upon himself to create a solution. Listening to customer feedback and closely observing service dynamics, he realised that technology could bridge the gap between waitstaff and diner efficiency. He didn't just want to streamline restaurant operations, he also wanted to enhance human connection, making dining experiences more personalised and efficient. This idea became the foundation of Waiterful, a platform designed to revolutionise the way we experience hospitality.



Beyond Obsession

Cosmin's advice for aspiring entrepreneurs is simple but powerful: find a niche, become obsessed with it, and commit fully. He believes success requires unwavering dedication, even if it means sacrificing free time. Beyond just having a great idea, he equally stresses the importance of execution, ideas alone don't build businesses, action does. Looking back, the only thing he would change is starting sooner, a reminder that waiting for the "perfect moment" can often hold one back.

Building a Legacy

Cosmin's journey is a powerful example of how firsthand experience, combined with determination, can lead to meaningful innovation. By taking action where others saw only problems, he has created something that benefits both customers and service professionals. His message to future entrepreneurs is clear: "If you feel ready to change the world, start now."