



W R A Y EXECUTIVE SEARCH

**Title of Job:** VP Operations

**Location:** Midwest

**Posted:** September 2017

**SUMMARY:** An emerging midwestern Fast Casual company is seeking a VP Operations to play a critical role with the continued transition and growth of their franchising and corporate efforts within the specialty coffee segment. In this role, you will drive market growth, provide a strategic view and own results working with franchisees to maximize unit level profitability.

**RESPONSIBILITIES:**

- Work closely with the executive team in developing long-range plans, group goals, and growth objectives to position the company for sustained success
- Engage with teams to ensure leverage of shared service functions to provide and deliver optimum services to franchise community
- Strong understanding of and proven experience in increasing unit-level profitability
- Ensure business profitability for 150+ locations
- Maintain and enhance operational excellence of 17 corporate-owned locations
- Identify strategic opportunities to capitalize franchisee strengths and company resources in order to set aggressive growth goals
- Evaluate regularly and systematically results of overall operations and report finding and trends to President/COO
- Drive double-digit same store sales growth
- Ensure all employee responsibilities and accountabilities are defined, understood, and executed
- Develop a strong servant leadership role within the system

**REQUIREMENTS:** 10+ years of increasingly responsible restaurant operations management experience including exposure (knowledge) of marketing, business planning, training and human resources. Extensive experience in performance measurement and P&L analysis. Proven track-record of qualitative analytical skills and problem solving. Strong strategic thinking and organization skills.

**EDUCATION:** Bachelor's Degree or equivalent preferred

**SALARY & BENEFITS:** A competitive Salary and Bonus will be commensurate with experience.

**For position requirements and specifications please contact:**

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*Wray Executive Search shall provide equal employment opportunity to all qualified candidates, and will refer candidates without regard to race, color, religion, national origin, sex, age, disability, veteran candidates without regard to race, color, religion, national origin, sex, age, disability, veteran status or any other legally protected basis. Wray Executive Search shall comply with all applicable laws, rules and regulations in the performance of duties pursuant to this Agreement, including but not limited to, Title VII of the Civil Rights Act, the Age Discrimination in Employment Act, the Americans with Disabilities Act, and state and local anti-discrimination laws to the extent applicable.*