



W R A Y EXECUTIVE SEARCH

Title of Job: Sr. Director F&B **Location:** Southeast **Posted:** September 2017

SUMMARY: Exciting and fast-growing food services and retail company operating within the airport venues across the US is seeking a Sr. Director F&B to partner with the SVP of Food & Beverage (F&B) and the F&B leadership team. This role leads a team focused on strengthening and supporting the growing business and corporate operations of the Food & Beverage function. This business leader is accountable for strategically aligning business resources in IT, Finance, Marketing and other key functions to drive results.

RESPONSIBILITIES: Develops and maintains relationships with key corporate stakeholders to prioritize and drive F&B short and long-term strategic initiatives. Oversees F&B strategy execution with corporate business partners in IT, Finance & Accounting, HR, Retail Operations, and Business Development. Aligns resources to drive marketing and innovation strategies for the Function, and partners closely with the Finance and Field Operations teams to create and maintain financial targets and metrics to help further the profitability and growth goals of F&B. Leads the planning and oversees the execution of schedules related to new restaurant openings. In partnership with the leadership team, establishes KPIs for STEM, My Labor, and other initiatives to problem solve and support business goals. Coaches and leads the talent management activity for direct reports. Provides direction and establishes accountability to support the team's growth and development.

REQUIREMENTS: Seven or more years of experience in the Food & Beverage industry with at least five years of leadership experience in Corporate and Field settings. Proven knowledge and an understanding of financial metrics, reporting and analysis. Must have a successful track record of project management leadership, corporate strategy design and execution. Excellent technical, verbal, written and interpersonal communication skills. Positive influencing, negotiation and coaching skills required. Proven expertise in collaboration and teambuilding across functions. Ability to travel 40% of the time and work flexible hours. Advanced knowledge of Microsoft Office programs and other applications required.

EDUCATION: Four-year college degree required with a degree in Business Administration, Hospitality, or similar field of study

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

For position requirements and specifications please contact:

David Ulrich **Direct:** (813) 841-7287

E-mail: david.ulrich@wraysearch.com

Kevin Stockslager **Direct:** (845) 863-5562

E-mail: kevin.stockslager@wraysearch.com

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.