



Title of Job: COO

LOCATION: Southwest

Posted: October 2017

Position Summary:

Full-service concept searching for a dynamic, metrics driven, strategic leader who has the knowledge, talent and drive to continue to push the brand to new heights and continue expansion efforts in both corporate and franchised locations. In need of a hands-on operations leader with multi-state experience. The COO will be responsible for the execution, growth and profitability of all operations, for this exciting and unique casual concept. An integral part of senior leadership, the COO will help grow the concept, drive operations excellence and have the passion and presence to continue to grow this brand nationally.

Primary Responsibilities:

- Lead and manage day to day responsibilities of Multi-State Operations, Marketing/Brand Development, and Purchasing/Logistics departments.
- Identify, develop and implement operational process improvements to ensure high organizational efficiency and effectiveness as the organization continues to grow in size and complexity and expand into the franchising sector.
- Translate CEO and Board's vision and strategy into organizational policies, directives and procedures.
- Oversee staff management involving recruiting, hiring, training, and development of staff under this leadership.
- Create and implement short-term and long-term milestones and goals for each department under this leadership.
- Work with CEO, CFO and Board to develop annual budgets, goals and projections.
- Implement and support company programs to help generate new growth.
- Maximize company's profitability through ensuring high levels of customer service and high standards.
- Develop and maintain operational guidelines that represent the Company's culture and operating philosophy.
- Regularly evaluate operating procedures and create centralized best practices within different properties to ensure uniform performance throughout the department under this leadership.

Requirements:

- 5+ years as the lead operational executive of a full-service restaurant with at least 100 locations.
- 5+ years in the management of franchisee relationships and company owned restaurants.
- 10+ years in multi-site management in a restaurant, hospitality or service field.

Education:

Bachelors' degree required, Masters preferred.

Salary & Benefits:

Competitive base, bonus, and stock options.



W R A Y EXECUTIVE SEARCH

For position requirements and specifications please contact:

Bob Gershberg

Direct: (727) 244-4113

bob.gershberg@wraysearch.com

Kevin Stockslager

Direct: (845) 863-5562

kevin.stockslager@wraysearch.com

Sarah Cavey

Direct: (773) 999-3037

sarah.cavey@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.