



WRAY EXECUTIVE SEARCH

Title of Job: Director of Development & Construction

LOCATION: East

Posted: December 2017

SUMMARY:

International multi-concept growth group is seeking a driven real estate and construction leader to oversee their remodel and new restaurant construction in North America. The Director of Development & Construction will be tasked with quickly assessing the development and implementing appropriate processes to optimize the current locations and prepare for the new growth.

RESPONSIBILITIES:

- Responsible for maintenance of a healthy company asset portfolio, leasing, lease extensions, lease re-negotiations, remodels, relocations and closures.
- Lead construction and new prototype development.
- Develop and manage various milestone budgets to meet individual store and portfolio cost objectives.
- Develop and manage schedules to meet individual project and portfolio objectives. Coordinate and track dates and milestones with internal and external parties to ensure timelines are met, and accurate information is reported and communicated promptly and effectively.
- Source and pre-qualify new General Contractors and vendors to meet the company's growth objectives in current and future markets.
- Oversee bidding, negotiations, buy-out, and agreements with General Contractors, vendors, and suppliers for a new store, remodel and facilities projects.
- Travel and collaborate with store development to support site selection, due-diligence, and site approval.
- Collaborate with Architects and Permit Expeditors to obtain permits and licenses required to construct and operate stores and facilities.
- Collaborate with internal and external parties on the design and development of new store and remodel projects.

REQUIREMENTS:

- 5-10 years of relevant experience required. Exposure to non-traditional a big plus.
- Restaurant construction experience mandatory.
- Strong negotiator of leases with landlords and developers, ability to understand market rates of real estate and business savvy to negotiate long term leases with landlords.
- Analytical and systematic in approach to help evaluate financial and real estate elements of proposals, and ability to make recommendations based on facts.
- Ability to work with others within the organization specifically, legal, licensing, operations, finance, marketing, and accounting.
- Bachelor's Degree

SALARY & BENEFITS: \$145K base + 20% bonus Full medical and dental insurance, vacation, holiday and sick pay.

For position requirements and specifications please contact:

Bob Gershberg

Ray Kelley

Direct: 727 938-0202

Direct: 828 318-9010

E-mail: bob.gershberg@wraysearch.com

ray.kelley@wraysearch.com

Wray 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. Dick Wray 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.