



## TITLE OF JOB: SVP Nontraditional Development Leader

LOCATION: Open

POSTED: February 2024

### SUMMARY:

An industry leading multi-brand restaurant group, boasting a diverse portfolio of renowned brands, is in search of a visionary leader to spearhead their non-traditional development. As SVP Non-Traditional Development, you will be at the helm of enhancing the experience of customers dining experience in airports, universities, concert arenas, casinos, and amusement parks. They seek an unparalleled relationship builder and dealmaker, who can strategically position their brands, elevating their presence and profitability.

### RESPONSIBILITIES:

- **Strategic Vision:** Develop and execute a pioneering strategy for non-traditional development, targeting airports, universities, concert arenas, casinos, and amusement parks, positioning brands for enhanced visibility and revenue.
- **Relationship Management:** Leverage your extensive network of industry connections to foster and fortify relationships with key decision-makers, landlords, and stakeholders in non-traditional venues. Your ability to influence and negotiate will be pivotal in success.
- **Deal Structuring:** Lead sophisticated negotiations, structuring agreements that align with brand objectives and ensure long-term success. Your acumen will be crucial in navigating complex contracts & agreements.
- **Market Insight:** Stay at the forefront of industry trends, anticipating shifts in consumer behavior and market dynamics. Provide strategic insights to the executive team, positioning brands accordingly.
- **Team Leadership:** Assemble and lead a high-caliber team of professionals, instilling a culture of excellence, innovation, and unwavering commitment to success. Your leadership will be instrumental in achieving ambitious development goals.
- **Due Diligence Excellence:** Oversee meticulous due diligence processes, conducting in-depth market analyses, financial feasibility studies, and risk assessments. Your keen eye for detail will ensure that each potential location aligns with the brand's standards of excellence.

### REQUIREMENTS:

- Proven track record (10+ years) of executive-level leadership in non-traditional development within the restaurant industry, with a focus on high-profile venues.
- Extensive and established relationships within the non-traditional development space, showcasing your ability to open doors and secure exclusive opportunities.
- Demonstrated success in negotiating complex agreements and securing prime locations, showcasing your mastery in dealmaking.
- A visionary thinker with a pulse on emerging trends, adept at identifying opportunities for disruptive growth in non-traditional settings.
- Exceptional communication and interpersonal skills, enabling you to articulate our brand vision persuasively and build lasting relationships.
- Bachelor's degree in Business, Hospitality, or a related field (Master's degree preferred).

### SALARY & BENEFITS:

Further details to be discussed, full benefits and bonus.

### FOR POSITION REQUIREMENTS AND SPECIFICATIONS PLEASE CONTACT:

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