



TITLE OF JOB: Executive Team Director

LOCATION: Midwest

POSTED: January 2019

SUMMARY:

The Executive Team Director will lead the Midwest Region for this national, fast casual restaurant brand to drive sales, customer count growth, customer satisfaction, development, profit and revenue growth. The Executive Team Director will provide direction and development to his/her operational and staff direct reports to achieve operational excellence, acceptable returns on invested capital, achievement of superior business results and support the career development of direct and indirect reports.

RESPONSIBILITIES:

- Ensure the region is staffed with the industry's best talent and maintain a bench for openings and future growth.
- Complete a People Development Plan with your team to be prepared for future growth within the sub-region.
- Assess the performance, turnover risk, and promotion readiness for each management and leadership position.
- Build a culture of training and development that supports our purpose.
- Build a culture of accountability within your region.
- Ensure Team Directors are conducting Food Safety and Operations Audits at the assigned cadence.
- Ensure your teams are delivering a safe food environment and excellent guest experience, resulting in highly satisfied guests.
- Achieve annual sales and cash flow plan for region.
- Perform monthly review of profit and loss statements, management depth, performance standards and progress.
- Drive sales through the improvement of operating standards and the guest experience.
- Create an annual Sales and Profit forecast for each month prior to the beginning of each year.

REQUIREMENTS:

- The candidate should have a minimum of 8 years of experience with increasing responsibility in restaurant operations management including significant experience in complete P&L management.
- Ability to lead, influence, and develop people as well as achieve results through others.
- Natural capacity to quickly establish and build effective relationships across the organization.
- Strong strategic thinking capabilities and ability to lead growth and change initiatives.
- Superior operating skills, financial and marketing acumen. Extraordinary influencing and communication skills.

EDUCATION:

Bachelor's Degree in Business, Restaurant Management or a related field. MBA or equivalent preferred.

SALARY & BENEFITS:

A competitive compensation package will be provided to attract outstanding candidates.

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.