



TITLE OF JOB: Director of Operations OR Area Supervisor

LOCATION: Atlanta area

POSTED: June 2022

SUMMARY:

New Franchisee, of a well-known, well respected QSR brand, is looking for a Head of Operations OR Area Supervisor to optimize operations and manage growth across the company. Currently operating seven locations in greater Atlanta. Plans to become a multi-state, and potentially multi-brand Franchisee, in the near future.

RESPONSIBILITIES:

The Head of Operations provides strong leadership by effectively managing multi-unit fast food restaurants and be able to drive strong top line (traffic and conversion) and bottom line (mix and labor impact) growth at the store level and through new store openings. This person is an exceptional communicator, both written and verbal, with established presentation and facilitation skills. A dynamic individual capable of attracting interest and enhancing knowledge in varied subject matters with consistent intensity. A leader that believes that it all starts with people, culture and having a great team. This person will assist developing and implementing systems, programs, processes, training strategies and tactics to support various organizational goals. Responsible for maintaining and protecting company's core values.

- Ensures the culture in each restaurant supports/promotes employee success and engagement, guest friendly/focused environment, Franchisor operating standards, and the ethical and honest treatment of all constituents (employees, guests, community, etc.).
- For area in aggregate, create and execute plan to deliver budgeted target sales, COGS, and budgeted labor.
- Ensure the effective / efficient rollout of new products, systems-processes-tools (planning, execution, and follow-up). Ensure compliance with all Franchisor requirements.
- Ensure restaurants meet or exceed SMG targets (review, analyze data, develop and execute plans to improve).

REQUIREMENTS:

- Minimum 10 years restaurant operations experience.
- Reputation for excellence as a leader, creates accountability and provides clear direction.
- Strong business acumen and a management mindset with P&L leadership and strategic planning.
- Strong collaborator who combines empathy, listening, and learning capabilities.
- Readily shares knowledge and advice. Provides candid, balanced and regular feedback.
- Ability to identify, recruit and retain strong talent. Build and lead strong cross functional relationships.
- Proficient and proven track record in managing quick service, multi-unit operations.
- Advanced ability to communicate, influence and negotiate decisions while motivating staff.
- Advanced ability to create and implement given strategic direction.
- Advanced understanding of budgetary concepts and procedures.

SALARY & BENEFITS: Commensurate based on experience.

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.