



TITLE OF JOB: Division Vice President

LOCATION: Southeast

POSTED: Nov 2021

SUMMARY:

Looking for an executive leader to partner with the COO and other senior leaders to provide strategic direction regarding growth and operational excellence while acting as the primary support for a team of District Managers/General Managers as well as team members. Will be supporting a group of 85 locations, and \$250MM in revenue throughout the southeast.

RESPONSIBILITIES:

- Actively participate in the development of strategic objectives and business plans to advance the company's brand image and drive the growth and profitability of assigned division. Develops and achieves current and long-range business plans for the division, which are aligned to and supports the Company's direction.
- Translate strategy into actionable goals for performance and growth helping to implement division-wide goal setting, performance management, and annual operating planning.
- Leads division efforts in optimizing profitability through ongoing analysis and consultative support of cost controls. Is skilled in analyzing P&L statements and can identify and problem-solve cost control opportunities. Shares cost performance and makes available cost control systems throughout the division to assist in improving profits.
- Oversee division operations and employee productivity, building a highly inclusive culture ensuring team members thrive and organizational outcomes are met.
- Provides leadership within the division, leading to a performance driven culture characterized by high levels of retention, staffing, performance, and bench development.

REQUIREMENTS:

- **Minimum of 15 years' multi-unit management experience is required.**
- **Proven, successful track record running a large, geographically dispersed restaurant organization.**
- **Experience in developing and growing markets from the ground up.**
- **Omni channel/CPG Experience preferred.**
- Managed a minimum P & L of \$250 million plus.
- 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.

EDUCATION:

Bachelor's Degree required, MBA Preferred.

SALARY & BENEFITS:

A competitive Salary and Bonus will be commensurate with experience, and benefits.

FOR POSITION REQUIREMENTS AND SPECIFICATIONS PLEASE CONTACT:

Name: Ray Kelley
Name: Tom Rollert

Direct: (828) 318-9010
Direct: (801) 695-7741

E-mail: ray@wraysearch.com
E-mail: tom.rollert@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.