



TITLE OF JOB: Chief Executive Officer - CONFIDENTIAL

LOCATION: Northeast

POSTED: May 2018

SUMMARY:

CEO is a key role within the overall Global Leadership Team at and will be instrumental in putting into the design and delivery of the overall company strategy. With support from all of the various departments, this role will ensure that the company continues to grow and prosper.

It is key that the individual in this role has a strong track record of business development, opening new restaurants, developing teams and maintaining the existing business. This role will oversee the US restaurant locations. However, the territory may widen in the future depending on business needs.

RESPONSIBILITIES:

LEADERSHIP

- Fully responsible for the overall performance of the restaurants in the US.
- Direct the company in keeping with the vision outlined for the company by the Shareholders.
- Partner with the senior management team to grow the company, strengthen it and ensure its sustainability.
- Collaborate with Senior Management in setting goals and a strategy that promotes company growth.
- Represent the company as required, including attendance at important functions and industry events, networking to build relationships and a larger customer base.
- Ensure that the company operates in line with the overall mission, vision and values.
- Ensure that the business continues to develop and grow.
- Put forward business cases as and when required for different initiatives that would be beneficial to the business.
- Share the vision with the staff ensuring they always know and understand the vision, mission and Values of the business with regular communications and updates.
- Bring staff on the strategic journey of the company, ensuring they know and understand their role and how they can positively impact the business at any level.

Business Development

- Work with the UK team to expand the company into major cities within the US.
- Work with the UK team to review research and demographical data, inputting own knowledge and experience into the decision-making process.
- Review and identify any potential opportunities for expansion, liaising with the UK team, providing relevant information and insights as required.
- Review properties as suggested by the Global Head of Property, providing relevant feedback and insights into any potential sites.
- Work with the Marketing team in the UK to ensure that the company has robust marketing plans in place through all mediums of Marketing, maximizing any opportunities to increase sales.
- Network through all mediums to increase and heighten the profile of the company in the US.

Financial & Compliance

- Preparation of budgets, schedules, and other organizational reports as needed, working with other departments when required.
- Develop plans to increase efficiency and reduce costs if and where appropriate.
- Working with Finance to analyze sales figures and in turn working with the Operations team to design and implement a strategy to improve sales.
- Provide advice and guidance to key stakeholders and line reports.
- Working closely with Marketing, Property Management, HR & Finance to lead and manage the business responsibly and effectively.
- Cultivating a culture of maintaining the highest standards of Health & Safety and ensuring all staff have the same



dedication and focus.

- Ensuring compliance with all legislation and regulations whether Health & Safety, Financial or Labor Laws etc.

People Management & Development

- Lead and develop the senior team, giving continuous feedback to aid their development, conducting appraisals, succession planning, setting achievable targets and performance managing where necessary.
- Drive a culture of people development ensuring staff are being effectively managed as well as personally developed. Be a role model mentoring and coaching others.
- Identify and develop talent to ensure that staff have the opportunity to be promoted internally wherever possible.
- Helping create a culture of making the company a great place to work, continually ensuring that talent is identified and staff are developed.

REQUIREMENTS:

- Qualification relating to hospitality or business preferable
- Previous experience in a strategic SVP or CEO role within restaurant industry
- A strong track record in improving sales, efficiencies and adding value to an organization
- Experience within the hospitality industry, preferably restaurants
- Knowledge of the latest trends within the hospitality industry
- Strong ability to influence, negotiate and make key decisions
- Self-motivated, with the ability to manage one's time
- Strong communication skills
- Experience in new restaurant openings
- Strong commercial business acumen
- Financial acumen and solid IT
- Proven experience of managing multiple priorities in a fast-moving, multi-site environment, to include implementation and budgetary management at a strategic level.
- Ability to balance the needs of the business, customers and staff in a pragmatic way, understanding the important elements of each situation, ensuring balanced decisions are always made.
- Experienced people manager who has extensive experience of Coaching and Mentoring team members.
- Experienced leader who has influencing and persuading skills and the ability to bring staff on the journey with them, working in a collaborative style.
- A flexible and focused business professional who can easily adapt to the agile demands of the company.

SALARY & BENEFITS:

Competitive salary, performance bonus, 401K, and medical

FOR POSITION REQUIREMENTS AND SPECIFICATIONS PLEASE CONTACT:

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