



**TITLE OF JOB: Chief Operating Officer**

**LOCATION: Metro New York Area & Connecticut**

**POSTED: January 2021**

**SUMMARY:**

The Chief Operating Officer is responsible for the success of the brand and has overall responsibility for implementing the strategic direction and executive management of the brand and franchise system. The COO reports directly to the Board of Directors, sets the tone, and executes strategic planning for the company.

**RESPONSIBILITIES:**

- Manage the timely market opening of the company's fast casual restaurants in North America.
- Establish operations plan to include staff requirements with realistic salaries and present to the Board of Directors for approval.
- Operate the restaurants in terms of sales, costs, employee retention, guest service and satisfaction, food quality, cleanliness and sanitation.
- Establish systems and processes for opening and managing the restaurants for further regional growth of up to fifty additional restaurant operations.
- Subsequently manage the openings of up to 50 restaurants, leading negotiations, and managing potential independent franchisees.

**REQUIREMENTS:**

- Minimum of 10 years operations experience with major restaurant chains – preferably in a QSR or Fast Casual market segment
- Experience in franchise development.
- Experience managing emerging brands.
- Experience managing a restaurant brand from initial conception to full implementation of multiple units.
- Experience in opening restaurants in, but not limited to, the New York Metro Area from initial concept to full implementation of multiple units,
- This individual must be operationally hands-on, entrepreneurial, financially savvy, tech savvy, and self-driven.
- Strong understanding of and the ability to implement proven systems and procedures.
- Exceptional team building capability.
- Strong business, accounting and analytical/decision making skills.
- College or university degree required
- Demonstrated track record of workplace achievement in the selection, coaching and development of managerial employees

**SALARY & BENEFITS: Salary & bonus commensurate with experience**

**FOR POSITION REQUIREMENTS AND SPECIFICATIONS PLEASE CONTACT:**

**Name: Ray Kelley**

**Joe Radice**

**Direct: (828) 348-9010**

**(917) 747-6451**

**E-mail: [ray@wraysearch.com](mailto:ray@wraysearch.com)**

**[joe@wraysearch.com](mailto:joe@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.*