



TITLE OF JOB: Managing Director (COO)

LOCATION: New York City

POSTED: January 2020

SUMMARY:

Managing Director is a key role within the overall Global Leadership Team and will be instrumental in putting into the design and delivery of the overall company strategy. 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 for this exciting, UK-based emerging concept.

RESPONSIBILITIES:

LEADERSHIP

- 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.
- Ensure that the company operates in line with the overall mission, vision and values.

Business Development

- Work with the UK team to expand the company into major cities within the US.
- Review and identify any potential opportunities for expansion, liaising with the UK team, providing relevant information and insights as required.

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.
- Cultivating a culture of maintaining the highest standards of Health & Safety and ensuring all staff have the same dedication and focus.

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.

REQUIREMENTS:

- Previous experience in a strategic role within restaurant industry.
- Strong ability to influence, negotiate and make key decisions.
- Self-motivated and independent, with the ability to manage one's time.
- Experience in new restaurant openings, strong financial acumen and solid IT experience.
- 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.



W R A Y EXECUTIVE SEARCH

SALARY & BENEFITS: Competitive compensation for qualified candidates

FOR POSITION REQUIREMENTS AND SPECIFICATIONS PLEASE CONTACT:

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