



TITLE OF JOB: Vice President of Restaurant Hospitality Division

LOCATION: Tennessee

POSTED: September 2022

SUMMARY:

An exciting, growing, fully integrated, multi-faceted real estate development company is searching for a VP of Restaurant Hospitality Division to lead the growth and development of their restaurant hospitality operations across a nationwide portfolio of mixed-use properties and master planned communities. The VP of Restaurant Hospitality will report directly to the company Founder & CEO to help drive concept development, restaurant partnerships, operations and future growth nationwide. Additionally, this position will work closely with the President/COO, Executive Team members, Regional Leaders, and outside stakeholders to ensure top of class operations in the company's restaurant hospitality venues.

RESPONSIBILITIES:

- Work with Founder & CEO, President/COO, and additional partners and stakeholders to help set the direction and standards for restaurant hospitality operations.
- Partner with key executives to develop restaurant hospitality initiatives and company-wide strategic direction.
- Partner with Company Leadership and additional stakeholders in developing new and unique restaurant hospitality concepts and creative menu offerings to suit the needs of the various developments.
- Identify and develop relationships with regional, high end culinary group leaders to partner with on concept development and new restaurant openings.
- Play an active role during the pre- and post-opening of new restaurants, including lease negotiation, restaurant design, concept & menu development, hiring/recruiting, and training.
- Serve as consultant to all restaurant leadership across the portfolio.
- Work with on-site team to monitor day-to-day operations and visit restaurants regularly to ensure that all aspects of the business meet established guidelines and standards.
- Assist with the hiring, development and evaluation of talent to maintain an adequate team to meet turnover, succession and growth needs, and to ensure the readiness of top talent to take on additional responsibilities.
- Provide operational assistance, on-going coaching, and the implementation of professional development tools and annual performance reviews with a focus on building the bench.
- Monitor all aspects of the business by using the various measurement and reporting tools available, then using the data to coach and achieve established goals.
- Collaboratively work with regional and unit-level operations team members to manage restaurant Profits and Loss and assist them in analyzing the factors that impact each line item to accomplish financial targets.
- Develop and maintain relationships across organization to ensure productive partnerships with various business units and disciplines at the Corporate Office.
- Lead and support the annual budget and capital planning for the firm's restaurant portfolio.
- Maintain strong industry network and local market knowledge for each restaurant.

REQUIREMENTS:

- Significant leadership and management experience within the restaurant industry.
- Strong experience in driving new unit growth and opening new restaurant hospitality venues.
- Experience developing high end restaurant concepts, including menu development.
- Experience growing and developing a national and/or regional specialty restaurant chain.
- Demonstrate financial management and budgeting skills.
- Share the Company's values, mission and vision, and consistently display integrity, develop people and build teams.
- Understand how to manage continuity, change and transition; know how to influence and enable others while maintaining a collaborative management style.
- Strong supervisory and interpersonal skills, including strong written and verbal communication skills.



- Team player, capable of cross-discipline thinking and strategic planning.
- Ability to travel to various domestic markets to support existing operations and future growth.

SALARY & BENEFITS:

Competitive salary, bonus, and benefits for qualified candidates

FOR POSITION REQUIREMENTS AND SPECIFICATIONS PLEASE CONTACT:

Name: Kevin Stockslager Direct: (845) 863-5562 E-mail: kevin@wraysearch.com

Name: Bob Gershberg Direct: (727) 244-4113 E-mail: bob@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.