



**TITLE OF JOB: Territory Manager**

**LOCATION:** East Florida

**POSTED:** August 2018

**SUMMARY:**

An exciting, growing restaurant concept is looking for a Territory Manager to lead and manage the daily operations of multiple restaurants within a defined region. The Territory Manager will oversee recruiting, training, management, budget compliance, marketing, guest relations, safety and security, and overall operations to ensure excellent customer service, high quality foods, and people development.

**RESPONSIBILITIES:**

- Initiates and follows up on store plans to develop sales and profits to exceed restaurant goals.
- Interviews and hires manager candidates with upper management input.
- Assist managers in the recruitment, selection, training, and development of staff by monitoring orientations, training sessions, team member meetings, and performance expectations.
- Ensures product preparation and presentation uncompromisingly meet company standards.
- Maintain superior levels of food & beverage service to guests.
- Promotes and manages restaurant organization, cleanliness and sanitation.
- Develop a strong team dynamic between locations and within them through training and development, supplying meaningful and timely performance feedback.
- Coordinates marketing for region and communicates promotional activities to store manager.
- Promotes routine maintenance and immediately addresses needed R&M at each location.

**REQUIREMENTS:**

- 5+ years of related supervisory experience in the restaurant industry.
- Strong leadership skills, ability to serve as a role model for employees and maintain positive interactions with staff and guests.
- Financial accountability, with skills and experience managing food & labor costs and expenses.
- Works effectively with limited supervision.
- Team-builder, strategic and passionate about food.

**EDUCATION:**

High school diploma or equivalent required. College degree preferred.

**SALARY & BENEFITS:**

**Competitive salary, plus bonus and additional incentives.**

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

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