



Title of Job: Area Operations Director

LOCATION: Mid Atlantic

Posted: January/February 2010

SUMMARY:

Exciting well-established QSR national restaurant company requires an individual with a strong multi-unit, multi state operational background in quick service, high volume dining, an individual who is driven to excel and can demonstrate a record of significant accomplishments. This individual must be an individual who leads by example, exhibits a "hands on" style of management, and recognizes the sense of urgency in regards to job duties. Managing both corporate and franchised operations are necessary components to be successful in this position.

RESPONSIBILITIES:

The Area Operations Director will provide the leadership, guidance and counseling to direct reports and the franchisee community within the DMA territory. They will be responsible for monitoring restaurant performance and help the team develop corrective action plans when problem areas are identified. Ensure corrective action plans are implemented in a timely manner and in such a way as to promote long term solutions. Provide operating budgets to the senior management team when developing annual budgets and business plans. Assist managers in the selection and training of staff. Monitor consistent branded customer experience in both company and franchise restaurants as measured through customer feedback. Identify opportunities to grow same store sales, as well as tactics designed to "beat year ago" sales.

REQUIREMENTS:

Must have at least 8-12 years operations experience within the QSR or retail segments as a multi-unit/state Director of Operations in a high volume restaurant concept, a strong history of people development, the ability to recruit, hire, train and develop management and staff in all aspects of corporate and franchise operations, and a true focus on sales growth and bottom line profitability.

EDUCATION:

4 year college degree, MBA a plus

SALARY: \$110K-\$125K base, and 20% bonus.

For position requirements and specifications please contact:

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