



JOB TITLE: Chief Operating Officer

LOCATION: Rochester, NY

Posted: July 1, 2008

SUMMARY:

Seeking a Chief Operating Officer to manage strategic development and day to day management of growing QSR business. Must have previous restaurant management experience and understanding of site development and store launching.

RESPONSIBILITIES:

Key responsibilities include, but are not limited to:

1. Plan, develop and implement strategy for operational management and new site development so as to meet agreed organizational performance plans within agreed budgets and timescales.
2. Establish and maintain appropriate systems for measuring necessary aspects of operational management and development. This would include a uniform training system and regular reviews throughout the system.
3. Monitor, measure and report on operational issues, opportunities and development plans and achievements within agreed formats and timescales
4. Manage and develop direct reporting staff
5. Manage and control departmental expenditure within agreed budgets
6. Liaise with other functional/departmental managers so as to understand all necessary aspects and needs of operational development, and to ensure they are fully informed of operational objectives, purposes and achievements
7. Contribute to the evaluation and development of operational strategy and performance in co-optation with the executive team
8. Ensure activities meet with and integrate with organizational requirements for quality management, health and safety, legal stipulations, environmental policies and general duty of care.

REQUIREMENTS:

A MINIMUM of 5-8 years of strategic experience from overall operations as well as influencing marketing, brand development, site selection to execution and implementation at various levels.

Proven track record of building concepts into either Regional or National concepts.

Operations experience in Restaurant (specifically QSR) industry is a MUST. Regional experience particularly Multi-state and multi-unit is a MUST. Working in an entrepreneurial company is a plus.

Extremely strong communication, presentation and skills. Strong influencing skills: able to sell ideas high, wide and deep in an organization.
Business Savvy: analytical in approach, well versed in industry, an expert in their field, business/personal maturity. Able to identify new opportunities for business at regional level-both concept and execution.
Dealing with ambiguity: able to get in, assess the situation, identify key players, set goals/action plan and deliver.

EDUCATION:

Bachelors degree is required. A graduate degree could be a plus; equivalent work experience will be strongly considered.

LANGUAGES:

N/A

SALARY:

\$140,000 - \$160,000

Consultant:

Orrick Nepomuceno, CPC

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