



**Title of Job** AVP Manager Specialty Business

**LOCATION:** New England

**Posted:** August 1, 2008

**SUMMARY:**

The AVP Manager for Specialty Business will be responsible for developing strategic food service related business programs designed to produce profitable results within a large retail environment. This includes creating a vision and strategies to enhance and supplement traditional food service merchandise mix.

**RESPONSIBILITIES:**

- Seek out new business concepts, establish and evaluate the ROI for each business to ensure value to customer and profitability for the company.
- Identify vendors and sources to establish & maintain cutting edge food business opportunities.
- Establish, monitor and achieve performance and income standards for each business
- Implement new programs to multiple locations in various states and manage staff to supervise field operations, maintain vendor relations and seek out new ventures.
- Prepare and manage capital budgets and new venture income projections.
- Manage talent directly and indirectly for high quality results.

**REQUIREMENTS:**

At least 5 years experience in food service operations with responsibility for developing food offerings, marketing offerings/programs, and implementing and monitoring new programs in a multi-site, multi-unit environment is necessary. Prior accountability for the profit and loss of a department is essential as well as excellent negotiation abilities.

**EDUCATION:** Bachelor's degree in restaurant, food service or related field is a plus.

**SALARY:** \$125K plus 30% performance bonus.

**Consultant: Joe Radice, VP Development**

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