



**JOB TITLE: SR DIRECTOR, FOOD & BEVERAGE PROGRAM DEVELOPMENT**

**LOCATION:** Northeast

**Posted:** September 1, 2008

**SUMMARY:**

The Senior Director of Food & Beverage Program Development is a key staff position responsible for leading a multi-functional development team.

**RESPONSIBILITIES:**

Key responsibilities include, but are not limited to:

- **Culinary concept and brand development** (*i.e., creation of 'in-line' food court restaurant branded concepts with integrated marketing & operations support program*)
- **Menu promotion program development** (*i.e., Limited Time Offers/ Events*)
- Operational excellence support program development
- Food Service Manager and Employee training program development
- Marketing communications development and support
- Merchandising program development

**REQUIREMENTS:**

- A strong marketer with a passion for brand and program development
- A hands on team leader able to manage and build a development team while working collaboratively as a team player across a heavily matrixed organization
- A strong project manager able to juggle a broad range of development projects in a fast moving, rapidly changing environment
- A relationship builder, with ability to build strong relationships with functional experts and key internal business unit clients
- A strategic thinker with an aptitude for becoming the business/development expert in multiple trade channels
- 10+ years of brand development/project management experience
- Experience in Food Service or Chain Restaurant development
- In-depth experience in the following functional areas - *New product/brand development, Promotions development, Operations support program development.*
- Track record of success in environments where ROI drives decision making.
- Strong record of success in adapting consumer marketing principles to business-to-business environment

**EDUCATION:**

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

**LANGUAGES:**

N/A

**SALARY:**

\$100,000 - \$120,000

**Consultant:**

*Orrick Nepomuceno, CPC*

*866-414-9729*

*Orrick@dickwray.com*

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