



**TITLE OF JOB: Director of Operations**

**LOCATION:** New York City

**POSTED:** October 2019

**SUMMARY:**

Large national QSR brand is seeking a Director of Operations to lead franchise restaurants within the region to drive sales, customer count growth, customer satisfaction, development, profit and revenue growth. The Director of Operations will provide direction and development to his/her operational and staff direct reports to achieve operational excellence, acceptable returns on invested capital, achievement of superior business results.

**RESPONSIBILITIES:**

- Actively participates in the development of strategic objectives and business plans to advance the company's brand image and drive the growth and profitability of their assigned region. Develops and achieves current and long-range business plans for their region, which are aligned to and supports the Company's direction.
- Develops and maintains successful franchise relations and provides leadership and influence within the local dominant market area (DMA) and franchise community to achieve business plans.
- Leads Region efforts to assist franchisees in optimizing profitability through ongoing analysis and consultative support of cost controls. Ensures Franchise Area Directors (FADs) are skilled in analyzing P&L statements and can identify and problem-solve cost control opportunities.
- Leads, directs and maximizes contributions of management team to achieve divisional and company objectives. Effectively utilizes corporate, strategic partnerships, peers and support functions to achieve business goals.

**REQUIREMENTS:**

The candidate should have a minimum of 8 years of experience with increasing responsibility in restaurant operations management including significant experience in complete P&L management of multi-location, geographically operations.

The ideal candidate will also have:

- Proven successful track record in a comparable role in the QSR industry including running a large, geographically dispersed restaurant organization.
- Ability to lead, influence, and develop people as well as achieve results through others.
- Natural capacity to quickly establish and build effective relationships across the organization.

**SALARY & BENEFITS:** A competitive compensation package will be provided to attract outstanding candidates.

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

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