



OTTOBAUTHENTIC

Let's Talk... we're looking for:

## REGIONAL COACH (QSR)

Nelspruit

**Salary: up to R45k pm ctc**

The Region Coach is responsible for restaurants within the region. Must be knowledgeable of QSR operations, and development processes to ensure growth of QSR restaurants. As a leader in the market, the Region Coach will need to deliver against a balanced score card in all areas. The Region Coach has overall accountability for the financial performance of his/her business by achieving stated financial and operational targets and is accountable for building the overall organizational capability of the Region

### Responsibilities:

- ⑧ Deliver Market Plan and Budget designed to meet company's Annual Operating Plan targets. Specifically recommend sales and growth targets by Area and Unit. Manage approved Plan and Budget.
- ⑧ Develop and implement action plans to ensure continued progress in all elements of People Development, CMS, ROCC, Restaurant Excellence and Sales & Profit Growth, as well as Innovation and Continuous Improvement.
- ⑧ Evaluate performance of designated Field Management and Restaurant Management against established Balanced Scorecard targets (people, customer, sales, profit).
- ⑧ Oversee implementation of corrective action activities.
- ⑧ Implement company programmes and communicate company strategies and objectives clearly and effectively to field personnel in line with programs developed by Finance, Human Resources, Marketing, Development, etc., Departments
- ⑧ Ensure that company assets, facilities and equipment are managed efficiently, maintained properly and operated cost effectively.
- ⑧ Lead, motivate and oversee designated Training & Development Plans in conjunction with the Human Resources Department in order to achieve objectives, maintain appropriate staffing levels and to provide candidates for succession, progression, and growth.
- ⑧ Promote Dynasty Growth Model, Goals and Values and act as a role model for the advancement of HWWT2, Customer Man and QSR's "One System".

### Qualifications, Skills, and Experience:

- ⑧ Tertiary degree will be advantageous.
- ⑧ Minimum 5-7 years' experience in senior Operations/Sales Commercial position with accountability for sales, profit, and people management essential.
- ⑧ Experience with retail, service and/or multi-outlet industry highly regarded.
- ⑧ Sound understanding and knowledge of service department functions and ability to maximize same for designated territory.
- ⑧ Ability to formulate and analyse financial data essential.
- ⑧ Sound management level planning, directing, leading, and controlling skills.
- ⑧ Excellent interpersonal, coaching, Influencing and communication skills.
- ⑧ High work ethic.
- ⑧ Valid SA Drivers licence

**Kindly note:** If you have not heard from us within 7 working days, your application was unsuccessful.

### How to Apply:

Please submit your resume to: [info@ottobauthentic.co.za](mailto:info@ottobauthentic.co.za) and use the job title as the subject title.