**Role:** Area Manager

**Reporting to:** Restaurant Operations Manager

**Location of role**:

**Job Purpose:**

As the Area Manager, you will be responsible for the financial success and day-to-day operations of the business within a defined geographical or operational area, which will be <Brand Name><Site>. Your duties will include delivering sales targets and various other targets, hiring staff and providing leadership.

**Key responsibilities**

* To ensure your area of sites are consistently performing in line with company standards and consistently passing all auditing processes
* Responsibility for driving the site sales and site profitability by setting sales, turnover or profit targets for your sites
* Motivating staff to meet their targets and helping them to achieve their goals
* To prioritise compliance issues sufficiently to ensure essential Legal compliance and ensure all sites follow the organisations procedures
* Analyse overall sales, audits, performance and customer service standards and performance and identify potential for improvement
* Implementing action plans that lead to change or improvement
* Providing training opportunities and development programmes for your staff
* Responsible for the successful opening and operation of a new or re-furbished store in your area
* Overseeing the hiring of new staff and promotions in your area
* Prioritize your time to meet the varying requirements of each site and manager in your area, initially dedicating 2 days a week to each site.
* Complete business reviews with the managers in your area and assist them in identifying risk and potential within their business
* Liaise between various Head Office departments and site managers to ensure consistent site operational standards and presentation.
* Ensuring quality control of products and customer service across your area

**Essential skills and experience**

* Extensive business, marketing and sales acumen
* Excellent communication skills
* Accounting and arithmetic skills
* Ability to motivate staff to succeed
* Ability to set realistic goals and identify target areas for growth
* Ability to analyse data and present findings
* Management and leadership qualifications
* Relevant industry qualifications, for example, accounting qualifications if working in financial industries