



**TITLE OF JOB: District Director**

**LOCATION: Ardsley - Albany, NY**

**SUMMARY:**

The District Director oversees multiple travel plazas in a specific geographic area, ensuring they meet financial targets. Reporting to the VP of Operations, they are responsible for sales, profits, and related metrics. They operate independently within the leadership team, devising operational plans, selecting and developing managers and teams, and maintaining effective systems and processes to align with broader business goals.

**RESPONSIBILITIES:**

- This leadership role evaluates the current state of operational performance, formulates the strategy to achieve business objectives and implements systems and processes that leverage and support enterprise strategies to maximize food and beverage and resort operations performance.
- Provide operational leadership to drive guest satisfaction, associate satisfaction, and financial performance for all the company's Brands.
- Provide a strategic perspective to help make optimal business decisions for the enterprise.
- Lead and facilitate the delivery of sustainable business results against growth and profitability objectives.
- Ensure strategies and actions to exceed guest expectations and deliver high quality products and services are in place to create owner loyalty and guest satisfaction.
- Work with corporate groups as appropriate to ensure smooth development/pre-opening/conversion process.
- Use operational skills and diverse sources of information to identify profitable opportunities, ensure high caliber guest and associate satisfaction through the development and execution of high-quality products and services in food & beverage that drive profit and add to the overall guest experience.

**REQUIREMENTS:**

3-5 years of multi-unit management experience preferred in a multi-concept environment is necessary.

- Multi-unit management required.
- Exceptional leadership abilities, including communication skills, ability to influence in a matrixed organization.
- Excellent interpersonal skills with a focus on customer service.
- Ability to promote teamwork and foster a collaborative team environment and interact with all levels of the organization.
- Strong verbal and written communication skills.
- Excellent analytical, decision making, problem-solving and root cause identification skills.

**EDUCATION:**

Bachelor's Degree is preferred.

**SALARY & BENEFITS:**

A competitive compensation package, including benefits, will be provided to attract outstanding candidates.

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

**Kameron Ulrich**

**Direct:** (813) 4747-8195

**E-mail:** [kameron.ulrich@davidulrichassociates.com](mailto:kameron.ulrich@davidulrichassociates.com)

David Ulrich & Associates, Inc shall provide equal employment opportunity to all qualified candidates, and will refer candidates without regard to race, color, religion, national origin, sex, age, disability, veteran candidates without regard to race, color, religion, national origin, sex, age, disability, veteran status, or any other legally protected basis. David Ulrich & Associates, Inc. shall comply with all applicable laws, rules, and regulations in the performance of duties pursuant to this Agreement, including but not limited to, Title VII of the Civil Rights Act, the Age Discrimination in Employment Act, the Americans with Disabilities Act, and state and local anti-discrimination laws to the extent applicable.