



**TITLE OF JOB: Brand Director**

**LOCATION: Northeastern US**

**SUMMARY:**

The Brand Director oversees all aspects of the food brand business, emphasizing operational excellence, nurturing the Franchisor relationship, and driving profitable sales growth. As a vital member of the Food Brands leadership team, they contribute to setting strategic goals and steering the business forward. With direct reporting to the Vice President of Food Brands, this role carries joint operational and P&L accountability for existing and forthcoming Starbucks locations.

**RESPONSIBILITIES:**

- Establish clear sales goals and action plans for Restaurant Managers, ensuring accountability through follow-up visits.
- Maintain strong relationships with Franchisor leadership to maximize value and professional representation.
- Attend Franchisor conferences and meetings on behalf of our client.
- Oversee the execution of systems and tools to manage labor, prevent loss, and meet traveler experience targets.
- Coordinate opening teams for new restaurants and drive effective marketing initiatives.
- Identify revenue and cost-saving opportunities, foster a culture of excellence, and lead operational excellence initiatives within the brand.

**REQUIREMENTS:**

- Proficient in multi-unit management with strong supervisory and leadership abilities.
- Demonstrated capability to influence key stakeholders and excel in communication, both internally and externally.
- Exceptional interpersonal skills geared towards providing outstanding customer service.
- Effective time management skills, adaptable to working across all shifts and traveling up to 50% of working hours.
- Familiarity with food handling safety protocols, coupled with strategic thinking and proficiency in Microsoft Office Suite or related software.

**EDUCATION:**

A Bachelor's degree, and an MBA is a plus

**SALARY & BENEFITS:**

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

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

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