

## Job Description

**Role:** Black and White Hospitality, Head of Franchising - South

**Reporting to:** Board of Directors  
Franchise Owners  
Support Office Teams within Black & White Hospitality  
Head Chefs, Restaurant & General Managers

**Base/Location** South UK / Field based (Head Office in Bristol)

## The Business

Black and White Hospitality is an exciting, dynamic and fast-growing, branded franchise restaurant group. It owns and manages the franchise rights to eight Marco Pierre White inspired restaurant concepts.

Alongside the Black and White Hospitality team, the acclaimed chef, restaurateur and TV personality, partners and aligns with franchisees to deliver the various brand concepts in both shared and standalone spaces.

With venues located right across the UK the concepts include: Marco Pierre White Steakhouse Bar & Grill; Marco's New York Italian; Wheeler's of St James's; Mr White's English Chophouse; Koffmann & Mr White's; Bardolino, Pizzeria, Bellini & Espresso Bar, Wheeler's Fish & Chips and Marconi Coffee and Juice Bar.

## The Role

The successful candidate will need to demonstrate how they would execute the brand standards and marketing required across the venues located in the South of the UK through a proactive, versatile and pragmatic approach to management.

Relationship building with franchise owners is a key objective of the role where active resolution of all key operational concerns and contractual support is also a major expectancy.

As a restaurant business, the role will often be fluid, so the successful candidate will need to be adaptable, with strong marketing skills and lead any business changes for and with our franchise partners.

The candidate will need to demonstrate a calm, affable and engaging personality, as well as an ability for analytic and operational excellence which will gain the engagement for all stakeholders, particularly the franchisees.

As a fast-paced business you will need to deliver, implement and replicate the business strategy which is aligned with all franchised outlets in a timely, efficient manner.

## Key Objectives

- To lead, align, develop and improve the operational and commercial relationships with all franchise owners and operators in across the South of the UK
- Support delivery of all business objectives and outputs
- Support revenue generation, brand standards delivery and restaurant operational best practice
- Explore opportunities to drive mutual value for Franchise Owners, operators and Black and White Hospitality Ltd
- Support and implement marketing strategies in line with annual plan

## **Skills and Experience**

- Strong track record of multi-site management experience, preferably within hospitality / restaurant operations (but not essential)
- Experienced operations manager / director
- Appreciation for start-up organisations and franchising
- Skill in delivering a regional strategy alongside stakeholders (including supporting new openings)
- Commercial and sales management acumen
- Hold an operational multi-site leadership position
- Have excellent relationship management experience
- Keen eye for detail with the ability to identify sales growth opportunities
- Performance driven
- Implementing marketing strategies
- Excellent time management
- Excellent organisational skills
- Lots of energy and tenacity!

## **The Package**

- Chance to work for one of the UK's fastest growing hospitality businesses as well as one of the world's greatest ever chefs
- A competitive salary with benefits
- Great autonomy in your geographic area
- Oh, and half price dining in all our restaurant brands and a chance to be a part of something special

## **Interested**

If you'd like to be considered for this role, please email covering letter and CV to:

[laurence@blackandwhitehospitality.com](mailto:laurence@blackandwhitehospitality.com)