

**East Operational Head- “Kulhad Rani”**

**East Operational area- Bihar, Jharkhand, Odisha, West Bengal and other east states.**

**Location- Kolkata (WB).**

**Industry- Food (Restaurant and Café)**

**Job Description** - East Operational Head oversees new franchisees and provides training and information on the business policies and procedures. He /She is responsible for finding and developing new franchisees for the business. A head offers support to franchisees, which ensures the overall success of the organization.

**Skill/Experience and Qualification:** A head should have good verbal and written communication skills to convey the business strategy to new franchisees. The head should be skilled in the particular policies and procedures of the franchise field, such as food preparation skills for a restaurant/Cafe franchise.

- 5+ years of proven experience working in a similar role (Restaurant Manager, Hospitality Manager etc.)
- Associate's or bachelor's degree in business or hospitality management.

**MS Office/Software:** Proficiency in Ms Word, PowerPoint and Ms Excel. He/she also has to be proficient in the use of related software's includes CRM software.

**Responsibilities and duties:**

- Seeks out prospective franchise owners, and lays the groundwork for completing a contract with a new franchise owner
- To work along with the Marketing team to develop Marketing Strategies and Promotion plans to successfully market the restaurant/ cafe shop brand in the relevant media.
- Tracked competitor activities and analysed their strategies.
- Ensure strict compliance with all relevant Hygiene and Safety legislation and requirements.

**Local Candidates from Kolkata preferred.**

**Job Type: Full-time.**

**Reporting TO: CEO**

**Salary (CTC): ₹ 20,000 - ₹40,000/- per month. Supplemental Pay: Performance bonus.**