

## About Jugo Juice

Founded in Calgary in 1998, Jugo (pronounced JOO-go) Juice is changing the way people think about fast food through the simple belief that natural, unprocessed foods are the cornerstone of healthy living. By offering a delicious menu of smoothies, grilled wraps and flatbreads in convenient locations, they provide a nutritious alternative to traditional fast food. The company is best known as the innovator behind the 'smoothie evolution', offering the only smoothie with over 5+ servings of real fruit and absolutely no sorbet or other unnatural fillers. Jugo Juice is currently operating 137 locations with another 20 under development.

We are seeking a Senior District Manager for Toronto and area. The Sr. District Manager will report to the National Operations Manager. The Sr. District Manager will provide expertise in overall field operations and will be responsible for ensuring franchised locations obtain business excellence. The position will provide Franchise Partners with the direction needed for increased growth, targeted local marketing and better profitability through continued business planning and evaluation.

***In this role a District Manager must be able to do the following:***

- Accountable for driving sales in the marketplace;
- Assist Franchise Partners with sales planning, operational execution and marketing activities;
- Assist Franchise Partners in analyzing their business opportunities and areas for improvement through short and long term business planning and regular financial business reviews;
- Understand, interpret, uphold and enforce standards, policies and procedures as outlined in the Operations Manual and Quality, Service, Cleanliness program;
- Provide Franchise Partners with exceptional coaching, training, education and development tools;
- Responsible for the communication, training, and follow up of all new product and process roll outs;
- Provide hands-on training during evaluations and visits;
- Provide positive, constructive and actionable feedback;
- Identify operational gaps and make recommendations on areas for improvement;

***Enforcement of the Franchise Contract:***

- Responsible for understanding, interpreting, upholding and enforcing standards, policies and procedures as outlined in the Franchise Agreement;

***Facilitate effective marketing and brand development efforts:***

- Serve as primary operational support in all in-store marketing communication and execution;

***Serve as liaison between Corporate Head Office and Franchise Partners:***

- Deliver company objectives and regional goals and ensure they are communicated;
- Clearly communicate Company direction and mission to Franchise Partners;

**Travel and hours of work:**

- This position requires some-travel and the ability to work evening and weekends

**We offer a multi-faceted compensation package, including:**

- A competitive salary
- Auto Allowance
- Holidays
- Health Coverage

**The successful candidate will possess the following qualifications:**

- Undergraduate degree or equivalent in education and experience;
- Minimum 5 years of multi-unit experience in restaurant industry;
- Ability to work independently with a result orientation;
- Ability to read and interpret financial statements;
- Someone who is proactive with a strong internal drive and desire to "make things happen"
- Strong analytical skills;
- The ability to lead others and provide the necessary energy to motivate towards positive sales and growth;
- Demonstrates ability to work under pressure and flexibility to handle multiple assignments with attention to detail;
- Strong interpersonal, project management, and diplomatic skills to effectively communicate and interact with all levels of the organization;

- Demonstrated ability to be self-starting, self-motivating and capable of working remotely;
- Proven capacity for managing independent projects, including budgets and personnel resources
- Ability to effectively and professionally provide guidance and coaching to franchisees;
- Strong oral, written communication and presentation skills;
- Exceptional interpersonal and organizational skills
- Strong Microsoft Office skills (Word, Power Point, Excel, Outlook)

Please submit resumes to: [careers@jugojuice.com](mailto:careers@jugojuice.com)