

RESTAURANT TECHNOLOGIES

BUSINESS DIRECTOR - TOTAL OIL MANAGEMENT

JOB SPEC

Overview:

Automated solutions from Restaurant Technologies (RT) put customers in control of optimizing their commercial kitchen operations. Reporting to the head of Product Innovation, the Business Director – Total Oil Management will set the vision and purpose for a rapidly growing business that eliminates the burden & risks of cooking oil handling for restaurant operators while converting used oil into clean burning biofuel. This role will work closely with customers to understand unmet market needs and identify growth opportunities that will add to the over 40,000 restaurants already utilizing RT's products and services. This role will have full P&L ownership for a >\$500M business with a history of double-digit year over year growth.

Primary Job Accountabilities:

- Full ownership of Total Oil Management P&L – responsible for top line growth and achievement of EBITDA targets
- Customer-in approach and deep understanding of market dynamics including competitive landscape, macro trends, competitor and supplier offerings, and customer needs
- Use external customer needs as inspiration for setting priorities across all functional groups in the business
- Hold accountable and indirectly influence cross functional groups to achieve targets
- Manage Product Management direct report(s) responsible for product strategy, roadmaps, business case development, forecasting, product requirements, cost targets and product launches
- Work collaboratively with Strategic Pricing and Sales to develop winning strategies that drive existing customer account penetration, attract new business, and maximize profitable growth
- Partner with Marketing to establish Total Oil Management as the US Foodservice industry standard for oil management and recycling
- Work closely with Engineering to drive innovation that addresses customer pain points, creates competitive advantages, and improves profitability
- Working with Operations - establish consistent success criteria for install, service, and customer communication across all depots
- Explore new opportunities to partner with OEMs and sales channel partners to expand our customer reach and accelerate growth
- Present Product Line financials to entire organization at Monthly Business Updates
- Deliver financial summaries and forecasts to Board of Directors on monthly & quarterly intervals

Minimum Qualifications:

- Customer-In approach to setting and achieving business objectives
- Strong financial acumen and direct experience managing a P&L
- Cross-functional leadership – indirectly influence stakeholders across multiple functions and locations
- Strategic mindset with a focus on execution and delivery of results
- Experience compiling customer requirements, developing new or improved products/services, and successfully introducing into marketplace
- Experience with a stage gate product development process that incorporates both waterfall and agile methodologies
- Specific experience defining requirements for and launching a digital customer portal – providing customers with service, billing, and operational data/features
- Ability to analyze data and recommend action based on the information
- Strong communication and presentation skills
- Customer account management experience preferred
- Bachelor's degree in business administration, finance, marketing or engineering
- 10+ years professional experience
- MBA Preferred
- Willingness to travel domestically – up to 25% of the time

Restaurant Technologies is an Equal Opportunity Employer

Restaurant Technologies is committed to providing a work environment that is free from discrimination and harassment in any form. It is our policy to comply with all applicable laws that provide equal opportunity in employment for all persons, and to prohibit discrimination in employment.

This job description in no way states or implies that these are the only duties to be performed by the employee in this position. Employee will be required to follow any other job-related instructions and to perform any other job-related duties requested by any person authorized to give instructions or assignments.

A review of this position has excluded the marginal functions of the position that are incidental to the performance of fundamental job duties. All duties and responsibilities are essential job functions and requirements and are subject to possible modification to reasonably accommodate individuals with disabilities. To perform this job successfully, the employee will possess the skills, aptitudes, and abilities to perform each duty proficiently. Some requirements may exclude individuals who pose a direct threat or significant risk to the health or safety of themselves or others. The requirements listed in this document are the minimum levels of knowledge, skills, or abilities.

As a critical part of our culture of respect, we strictly prohibit any discrimination or harassment

based on gender, age, race, color, religion, sexual orientation, gender identity, mental or physical disability, ancestry, pregnancy, national origin, and any other status protected by law.

We are an Equal Employment/Affirmative Action employer. We do not discriminate in hiring on the basis of sex, gender identity, sexual orientation, race, color, religious creed, national origin, physical or mental disability, protected veteran status, or any other characteristic protected by federal, state, or local law.

If you need reasonable accommodation for any part of the employment process, please contact us by email at askHR@rti-inc.com and let us know the nature of your request and your contact information. Requests for accommodation will be considered on a case-by-case basis. Please note that only inquiries concerning a request for reasonable accommodation will be responded to from this email address. You may also contact us at 1-888-796-4997 if you wish to speak with a resource regarding a reasonable accommodation request.

Contact Information →

Michael Tebon
Principal Delivery Manager - Cultura Solutions
mtebon@cultura-solutions.com
(d) 952-288-3854