



JOB DESCRIPTION

Job Title: **Managing Director – Local (F&B sector)**
Location: **Ho Chi Minh city, Vietnam**
Reports To (Title): **BOD, President of IPP**

Objectives:

To ensure the company operates profitably and in an ethical manner in order to fulfill the objectives of company, customers and staff.

Position Summary:

- Implement operational strategies as per the company's Strategic Business Plans;
- Monitor and control the company's performance and finances in accordance with the budgets approved by the Board of Directors;
- To ensure that all staff are effectively employed and adequately trained to perform their responsibilities and operational tasks in an ethical and responsible manner;
- To ensure that the products produced and sold to clients are of high quality in accordance with the company's quality policies;
- To ensure that the company meets all its legal requirements, including those relating to Occupational Health and Safety;
- Overall responsibility for raw material selection and timely purchasing and utilization;
- Acquisition, maintenance and efficient utilization of the company's physical assets.

Essential Functions and Duties:

- Plan and monitor progress of projects scheduled on the Business Plan's Action Plan;
- Authorize all legal documents;
- Liaise with clients and suppliers;
- Prepare and sign quotations;
- Monitor and control the company's Quality Management System;
- Establish pricing policies, estimate job costs and set contract prices;
- Represent the company at industry associations and outside committees;
- Any other duties as allocated by the Board of Directors.

Qualifications:

- Education Requirements
 - Minimum bachelor degree in business;
 - MBA, advanced degree(s), professional certification(s) a plus.
- Experience Requirements
 - Minimum 05 years of in the same position in international Quick Service Restaurants (QSR);
 - Seasoned in fast growth, and developing environment.

Skills:

- A strategic executive: who has the capability to develop and execute a successful market entry and growth plan for a complex and competitive market;
 - A decisive, result-oriented, and entrepreneurial professional: who can nimbly and quickly execute in a matrix organization, successful drive results in a fast-changing environment and demonstrate the leadership ability, vision and ethics;
 - A relationship builder: who can establish strong relationship with partners and the government to ensure smooth operations;
 - A franchising expert: who has created strategic partnership and worked closely with major franchisees of the highest standards;
 - A multi-cultural business person, with the ability to fluently communicate in English.
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