

## **Job Title: QSR Manager**

### **About North Sun Energy**

North Sun Energy (NSE) is a strategic partnership between North Atlantic and Suncor for operation and growth of the retail networks in Nova Scotia, Prince Edward Island (PEI), and Newfoundland and Labrador through the North Atlantic and Petro-Canada brands. NSE's growth strategy includes the build out of Quick Service Restaurants (QSR's), where NSE is the owner and operator of multiple franchised QSR's.

### **Position Overview**

The QSR Manager, will represent NSE in NL, NS & PEI and will be responsible for managing the relationship with restaurant managers at NSE's corporate QSR locations.

In this role, you will work to facilitate the safe delivery of sales, profitability, and operational excellence within the region by coaching and counseling restaurant managers to meet established Key Performance Indicators. As lead for the region, you will have the opportunity to directly influence bottom-line results at the restaurant level.

If you have drive, experience, passion for the QSR and foodservice industry, and are looking for an opportunity to work with a diverse and growing company, please submit your cover letter and resume.

### **Responsibilities:**

- Acts as a business consultant and coach to managers on all aspects of their restaurants (business and financial results, effective operations, health & safety, team member engagement, guest satisfaction and loyalty)
- Visit restaurants regularly to conduct audits, review all restaurant operating reports (sales, margins, labour, etc.), analyze the information and determine appropriate solutions in collaboration with managers
- Reviews restaurants' financial, business and operating performance, finds opportunities to improve performance, and works collaboratively with managers to develop solutions to strengthen performance
- Conducts regular financial (P&L, Balance Sheet) reviews with managers
- Work closely with restaurant managers to meet established KPI's
- Ensures all new initiatives (e.g. product launches, technology initiatives, process improvements, and marketing and promotional programs) are well implemented to support sales growth
- Create and maintain a positive employee culture, empower team collaboration, and promote learning and development while providing regular feedback
- Produce weekly reports as well as take a leadership role with annual preparation of sales projections, expense budgets, and capital expenditure budgets
- Recruit, hire, train new managers and develop internal bench for the region

- Coordinate management meetings to ensure all managers are knowledgeable of policies, procedures and current operational activities
- Oversee new unit openings and restaurant renovations

**Qualifications:**

- 5+ years' operational experience with P&L responsibility, preferably multi-unit experience in a QSR franchise business
- University degree in business, hospitality or a related field, a combination of education and experience may be considered
- Strong business and financial acumen and business development capabilities
- Ability to establish and build effective relationships and to work collaboratively with others to set and achieve goals
- Lead by example, work in a manner that exemplifies honesty and integrity and encourages employees to strive and maximize their abilities and performance
- Competence to analyze and interpret information, identify issues and their causes, and use good judgment in making decisions to resolve issues
- Strong communication skills, communicate clearly and effectively in different forms and with different audiences
- Capability to multi-task in a fast paced, deadline driven, team focused environment
- Willingness to travel significantly within the region and flexibility with schedule to accommodate operational needs
- Valid class 5 driver's license and driving record

North Sun Energy is committed to Employment Equity. Accommodations during the recruitment process are available upon request for candidates with disabilities.

We offer a competitive compensation and benefits package which include Health and Dental, Wellness Program • Short-Term and Long-Term Disability • Life Insurance • Company Pension Plan with employer contribution • Employee and Family Assistance Program • Free on-site parking • Employee engagement activities  
(\*benefits vary based on employment status)

If you are a highly motivated team player, have the qualifications, and are prepared to meet the challenges as outlined, apply by submitting your resume and cover letter to [careers@northsunenergy.ca](mailto:careers@northsunenergy.ca).