

Job Description:

General Manager – Haywood Hospital



Function:	Healthcare
Job:	General Manager – Haywood Hospital
Position:	
Job holder:	Vacant
Date (in job since):	
Immediate manager (N+1 Job title and name):	Head of Soft FM
Additional reporting line to:	
Position location:	Haywood Hospital

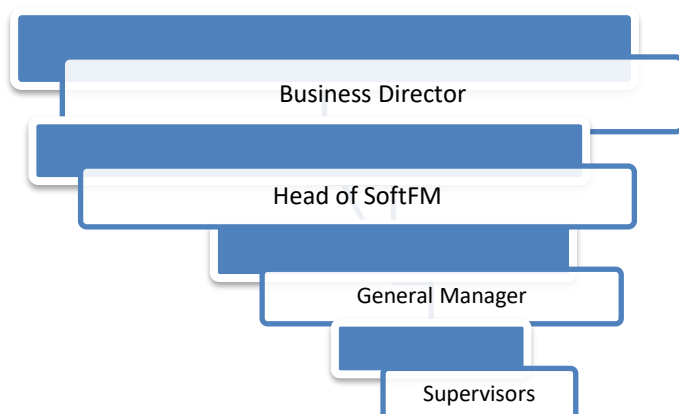
1. Purpose of the Job – State concisely the aim of the job.

- To take on day to day responsibility for the operational management of the contracted services on the site, ensuring services are delivered efficiently and in line with the contract and statutory obligation.
- To manage the daily relationships with clients & colleagues to further develop business opportunities

2. Dimensions – Point out the main figures / indicators to give some insight on the “volumes” managed by the position and/or the activity of the Department.

Revenue FY17:	£3+ million	Gross margin:	tbc	Head Count:	XX	WTE	XX
		Gross margin %:	tbc				
		Labour to Sales ratio %	tbc				

3. Organisational chart – Indicate schematically the position of the job within the organisation. It is sufficient to indicate one hierarchical level above (including possible functional boss) and, if applicable, one below the position. In the horizontal direction, the other jobs reporting to the same superior should be indicated.



4. Context and main issues – Describe the most difficult types of problems the jobholder has to face (internal or external to Sodexo) and/or the regulations, guidelines, practices that are to be adhered to.

Sodexo provide a full range of facilities services at the hospital including catering, cleaning, security, car parking portering, linen & laundry, waste management and estates management. The post holder will be responsible for services at the Haywood Hospital. Post holder will require the following areas of performance indicators:

- **Relationship Management** Is highly effective at building and maintaining win-win business partner relationships internally and with clients.
- **Resilience** Sustains momentum when faced with challenges. Balances competing demands and responds well to changed priorities.
- **Impact and Influence** Communicates effectively and inspires people at all levels. Gains the commitment of others to drive towards and achieve a high engagement and performance culture.
- **Analysis and Decision Making** Incisive and strong willed in focusing on achieving business goals. Able to analyse the cause of a problem and identify solutions.
- **Planning and Organisation** Consistently completes deliverables within deadline, within budget, and beyond expected quality, even under adverse conditions.
- **Continuous Improvement** Seeks to continuously improve outputs for the benefit of the business. Constantly raises the standard and quality of work, benchmarking against best practice
- **Identify opportunities to further develop the portfolio of services**, ensuring delivery within agreed Healthcare parameters

5. Main assignments – Indicate the main activities / duties to be conducted in the job.

- Drive operational improvement through innovation and an improved staff engagement.
- Deliver a strong management review and control process with the supervisor including the monthly review and reporting process.
- Develop and maintain good working relationships with the senior managers of the client. Support with calculating uplifts, variations and proforma's and taking part in contractual meetings.
- Active member of the onsite management team to support the Senior Management team in the strategic decision making on the PFI's and supporting services.
- Work with the relevant supervisors to identify risks, issues and opportunities and ensure that the operations team have plans in place to address them.
- Analyse performance trends and opportunities and determine how best the insight from this work can be turned into real performance improvements in the business.
- Day to day management of the operational budget, monitoring variations and investigating inconsistencies. Notifying relevant parties of any concerns or disputes with clear plans in place to resolve.
- Manage operations within the parameters of the contract and statutory obligations.
- Manage the workforce in line with Company and Client policies.
- Lead service for administration, recruitment, talent succession and payroll requirements.
- To have an excellent understanding of current health and safety regulations to then enforce these across the site
- Overseeing of the training requirements within the site taking i to consideration changes in legislation and best practise, linking with the relevant SME's.
- To assist in the planning for future development of the sites' and the business development of operational services

6. Accountabilities – Give the outputs of the position vis-à-vis the organization; they should focus on end results, not duties or activities.

- Accountable for delivery of the Company Financial Targets within area of responsibility
- Accountable for a high quality, patient focused operations and service delivery
- Accountable for development on the 12 month site business plan within area of responsibility
- Accountable for third party/organic income generation through a customer focused culture and own a commercial focus to drive variation opportunities
- Accountable for delivering a zero accident Health and Safety culture within area of responsibility
- Accountable for people development, succession and engagement within area of responsibility.

7. Person Specification – Indicate the skills, knowledge and experience that the job holder should require to conduct the role effectively

Essential

- Experience of working in a management role.
- Proven track record of leading, managing and developing a team
- People management skills including general HR skills in recruitment, training and managing employee performance including disciplinary and grievance procedures.
- Good numerical, interpersonal and communication skills, must be able to demonstrate effective verbal and written communication
- Management knowledge of health & safety and food safety
- Able to work on own initiative and drive service standards
- Able to analyse problems analytically, develop opportunities and implement innovative solutions
- Proven experience of managing client relationships

Desirable

- Experience of working within PFI environment
- Experience of working with Healthcare
- Qualifications in HSWA, IOSH and COSHH, Food safety qualification equivalent to CIEH level 3

8. Competencies – Indicate which of the Sodexo core competencies and any professional competencies that the role requires

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|---|----------------------------------|
| ▪ Growth, Client & Customer Satisfaction / Quality of Services provided | ▪ Leadership & People Management |
| ▪ Rigorous management of results | ▪ Innovation and Change |
| ▪ Brand Notoriety | ▪ Business Consulting |
| ▪ Commercial Awareness | ▪ HR Service Delivery |
| ▪ Employee Engagement | ▪ Learning & Development |

9. Management Approval – To be completed by document owner

Version	V3	Date	Sept 2026
Document Owner	Oliver Pritchard		