

**Job Description:**

**Hospitality Manager**

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| Function: | Government  |
| Position:  | Hospitality manager |
| Job holder: | TBC |
| Date (in job since): | TBC |
| Immediate manager (N+1 Job title and name): | Services Manager  |
| Additional reporting line to: | Account Manager  |
| Position location: | Garretts Clubhouse  |
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| 1. Purpose of the Job  |
| * To plan, organize and manage delivery of all services within the catering and hospitality operational business area
* To plan, organize and manage delivery of functions for sports events
* To plan, organize and manage delivery of private functions
* To manage delivery of good within the garrison to other sites
* To ensure standards of service as detailed in the service level agreement, KPIs and within the schedules of the contractual terms and conditions are achieved, maintained and developed for assigned operational business area
* To contribute to the growth of all services in order to meet client and commercial expectations whilst maintaining strict budgetary control within operational business area, in line with client and Sodexo expectations
* To promote and manage functions including planning, menus and costing in conjunction with the catering team
* To maintain the dining, delivery service, meeting MOD and company requirements to the highest standards, both for daily requirements and functions
* Embracing the principles of collaborative business relationships, in line with Sodexo’s vison and values
* To manage all aspects of performance of an assigned group of direct reports
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| 5. 2. Main assignments  |
| * To plan, organize and coordinate all function activity
* To ensure standards of service detailed in the service level agreement and within the schedules of the contractual terms and conditions are achieved, maintained and developed
* To grow services in order to meet client and commercial expectations whilst maintaining strict budgetary control in line with client and Sodexo expectations
* Continually monitor all service delivery standards and hygiene standards and ensure they are maintained at the highest level
* Ensure operational excellence within your area of responsibility for labour management and performance
* Active involvement, promotion and support of activities aligned towards employee engagement and achievement of IIP Gold standard
* To continue to develop one’s own skills and knowledge within the position, including any required training courses
* To be responsible for the handling and security of stock, cash, equipment within the unit
* To maintain excellent client/customer relationships
* To attend team briefs, huddles and meetings as required
* To attend your EPA to discuss and agree job performance, objectives and development activities
* To maintain professional work standards at all times
* To care for all company equipment and ensure that any faults are reported to management
* To act as duty manager ‘on call’ and holiday/weekend cover as directed by line manager
* To contribute to the growth of services in order to meet client and commercial expectations whilst maintaining strict budgetary control in line with client and Sodexo expectations
* To continually monitor all H&S and FS standards in all service operations and ensure they are maintained at the required level
* To drive performance through adherence to all promotional activity and marketing initiatives
* To contribute to the achievement of site budget performance as determined by segment business objectives
* To work in conjunction with other department managers to ensure operational excellence within assigned operational business area with specific responsibility for labour management and performance of a defined group of employees.
* Active involvement, promotion and support of activities aligned towards employee engagement and achievement of IIP Gold standard
* Develop and maintain a positive internal and external network
* Continued professional learning and development in soft FM services
* To carry out any other reasonable tasks and/or instructions as directed by management
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| 2. 3. Context and main issues – Describe the most difficult types of problems the jobholder must face (internal or external to Sodexo) and/or the regulations, guidelines, practices that are to be adhered to. |
| * Comply with all legislative requirements
* Adhere to any local client site rules and regulations
* Role model safe behaviour
* Travel and overnight stay may be required to undertake training and other business requirements
* Unsociable hours in line with business requirements maybe required
* Flexibility on work schedule and location maybe required
* Collaboration with all other site department managers to ensure the effective management of the site overall
* Effective collaborative working with Sodexo external partners, DIO employees and MoD consumers and personnel, including SCP where appropriate who work on site
* Ensure all practices are in line with Sodexo policies and procedures and those set out within Health and Safety and Food safety guidelines/legislation
* To act as a site Subject Matter Expert (SME) where appropriate to support other department managers and departments, offering guidance and support where required
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| 4. Accountabilities  |
| * Achieve gross margin targets
* Pass all internal and external audits
* Achieve sales target
* Control waste in line with targets

Leadership and people* The role holder will role model the company values and ensure they are reinforced at every opportunity. The role holder will support their line manager to drive employee engagement and team performance. This will include effective communication and the application of Sodexo HR policies and procedures as directed by their line manager

Risk, governance and compliance* The role holder will ensure that these processes are fully applied, complied with and adhered to within their assigned operational business area. Where applicable cash and stock company procedural compliance is a requirement.

Financial management* The role holder is required to contribute to the financial performance of their business area. This is achieved through effective control of all equipment and supplies as well as payroll.

Relationship management client and team* The role holder is responsible developing and maintaining good business relationships with clients and customers. The role holder must seek to resolve any concerns or complaints raised and escalate to their line manager as appropriate.

Operational management* The role holder will be responsible for overseeing their assigned operational business area and managing compliance with legal, regulatory and company requirements including the quality management system (QMS).

Service excellence* The role holder will be responsible for driving all aspects of service excellence across their operational business area including brand integrity, quality, compliance, Sodexo’s corporate social responsibility and service standards. The role holder will ensure that work is appropriately recognised.

Continuous developmentThe role holder should look for improvements and efficiencies at every opportunity to increase sales and/or reduce costs. These should be reviewed with their line manager to establish feasibility and create a plan of action. |

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| 2. 5. 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. |
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| Revenue FY13: | €tbc | EBIT growth: | tbc | Growth type: | n/a | Outsourcing rate: | n/a | Region Workforce | tbc |
| EBIT margin: | tbc |
| Net income growth: | tbc | Outsourcing growth rate: | n/a | HR in Region  | tbc |
| Cash conversion: | tbc |
| Characteristics  | * Year on year balanced scorecard improvement in health & safety; environment; risk; client satisfaction; and quality
* Operational excellence in labour management and performance
* Employee engagement and IIP
* Well developed internal and external network
* Continued professional development in industry sector
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| 6. Job profile – Describe the qualifications (Education & experience), competencies and skills needed to succeed in the position. |
| Essential* Demonstrate experience of working in a similar role within the service industry at a comparable level in a company
* Previous experience of managing and leading a team
* Ability to solved problems and implement appropriate
* Previous experience of working in standards driven/compliance environment
* Strong knowledge of health and safety and COSHH regulations
* Ability to prioritise and deploy resources effectively
* Management knowledge of health & safety and food safety
* Ability to make independent decisions
* Able to work on own initiative within a team environment
* Able to demonstrate working knowledge of MS Office (Word, Excel and Outlook)
* Able to demonstrate attention to detail and adherence to standards
* Analyse problems analytically, develop opportunities and implement innovative solutions

Desirable* Previous managerial in the hospitality environment experience
* Full driving license
* Awareness of quality management systems e.g.ISO
* IOSH qualification
* Food safety qualification
* Knowledge of external cleaning developments and innovations
* Experience of working within military environment
* Previous experience in effectively managing in a similar role
* Health and Safety qualification equivalent to IOSH managing safely
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| 2. 7. Organization chart – Indicate schematically the position of the job within the organization. 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. |
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**Levels**

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Job holder Immediate Manager