Example of Food Service Director Job Description

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Our company is looking to fill the role of food service director. Thank you in advance for taking a look at the list of responsibilities and qualifications. We look forward to reviewing your resume.

Responsibilities for food service director

- Helps define and administer sales plans and objectives in conjunction with the Sales management team
- Works with Account Manages to identify potential customers and channels of business and pursues appropriate opportunities
- Provides sales results and updates to manufactures as requested
- Develops close working relationship with the Sales team and coordinates training necessary for them to understand and execute the company's focus and sales goals
- Works with the Account Managers to deliver on high level goals and targets against key objectives for major customer and client accounts
- Collaborates with senior Sales team members to develop and implement a company driven sales plan for revenue growth
- Conducts regular review meetings with Sales team management to share and exchange ideas, successes, failures, and review progress towards goals
- Maintains active knowledge of product offerings and seeks opportunities to place additional products
- Maintains key client relationships and develops and implements strategies for expanding the Sales team's client base
- Oversees the hiring and development of the Sales organization

Qualifications for food service director

- Possess visionary traits and leadership, which identify future opportunities for

- Minimum of two to five years experience preferred, depending upon formal degree or training
- Experience in High End Hospitality, 4-star hotels or Fine Dining preferred
- Minimum of two to five years of hospital or adult home/care experience preferred, depending upon formal degree or training
- Certified Dietary Manager certificate or Registered Dietitian preferred