



# We're HIRING!

Choppies Fried Chicken is looking for the following professional;

## 2. International Business Development Manager

### Key responsibilities;

- Grow the brand into a multi-territory, well respected name in the Quick Service Restaurant sector. Plan, develop, implement and direct the fast food chain's operational function and performance to satisfy stakeholder expectations.
- Make recommendation on the execution of long-range growth initiatives and introduction of fresh tactics where needed.  
Develop a growth strategy focused on financial returns.
- Conduct customer research to identify new product opportunity and measure service
- Arrange business meetings with prospective operators.
- Promote the company's products/services addressing clients' objectives and needs.
- Prepare contracts ensuring adherence to law-established rules and guidelines
- Ensure accurate reporting of revenue, and operating profits.
- Provide accurate feedback and after-sales support.
- Build long-term relationships with new and existing customers.
- Develop, coach and grow staff into valuable contributors.

### Qualifications & skills;

- At least 10 years Operations experience across multiple international brands.
- An MBA in Retail and Hospitality Management will be a distinct advantage.
- A minimum of a commercial degree in any business related field.
- Extensive international industry knowledge with an eye on future trend and appropriate opportunity for Botswana and neighbouring countries

**Package negotiable depending on Experience & Qualifications!**

Please email your detailed CV and traceable references to [vacancies@choppies.co.bw](mailto:vacancies@choppies.co.bw) not later than the 21<sup>st</sup> of November 2022.