



Job Listing: Director of Concessions

At Sodexo Live!, we take pride in crafting exceptional events at the most prestigious venues on the planet and creating lasting memories for fans, visitors, guests and team members. Working with Sodexo Live! is more than a job; it's a chance to be part of something greater. Here, you'll build a career where 'everyday' is anything but normal.

Our experiences are unique, and so are our people. Bring your personality, your background and your desire to delight others. In return, we'll give you all you need to thrive. After giving it all, you'll return home knowing that you've played your part in creating a truly unforgettable moment.

Location: We are seeking an experienced **Director of Concessions** for **T-Mobile Park**, home of the Seattle Mariners!

Salary: \$85,000-\$90,000

Since the Inaugural Game on July 15, 1999, T-Mobile Park has gained a reputation locally, regionally and nationally as a terrific setting for baseball and a great place for baseball fans. Sweeping views of Seattle's downtown skyline, breathtaking sunsets over Puget Sound, combined with excellent views of game action from all angles give fans at T-Mobile Park an experience unequalled in Major League Baseball.

Principal Function:

The Director of Concessions is responsible for all aspects of Quick Serve (concessions) operations, to include multiple-concept food courts, permanent stands, portable carts and kiosks, in-venue restaurants, private clubs and upscale suite catering.

The Director of Concessions will develop, communicate and implement seasonal and long-term business strategies to drive concession sales revenue and meet or exceed the unit's overall financial goals. They will maximize sales by ensuring that guests receive an exceptional overall experience and that service expectations are met or exceeded within all unit outlets.

The Director of Concessions will contribute to Sodexo Live!'s goal to be #1 in Event Hospitality through the performance of activities geared toward the creation of an energized and positive work environment for concessions department staff.

Essential Responsibilities:

- Maximize Sodexo Live!'s concessions revenue and operational excellence through implementation and oversight of systems and policies related to concessions operations.
- Provide leadership and direction to concessions Supervisors, Leads and front line staff.
- Ensure that policies and procedures for processing customer transactions are adhered to.



Qualifications/Skills:

- Bachelor's degree and/or appropriate combination of education and experience to support on-the job effectiveness.
- A minimum of 2 years of previous leadership experience within a diverse food and beverage environment, to include management of a large staff and focus on exceptional client and customer service.
- Venue catering/concessions experience and multi-site experience strongly preferred, as this position will have responsibility over multiple locations including cafes, coffee shops, and convenience locations.
- Strong working knowledge of food safety, sanitation, and general workplace safety standards with knowledge of Health Department requirements.
- Demonstrated financial acumen; P&L accountability and/or contract-managed service experience is highly desirable.
- Proven ability to work effectively with all levels of staff and management.

Other Requirements:

- Subject to wet floors, temperature extremes and excessive noise; must be able to lift up to 50 pounds in weight; must be able to maneuver in an often tightly-quartered environment.

Thank you for expressing interest in employment with Sodexo Live!. While only those candidates considered for this position will be contacted, your resume will remain on file for 90 days.

Sodexo Live! is an equal opportunity employer. All qualified applicants will receive consideration for employment without regard to race, religion, color, national origin, sex, age, genetic information, status as a protected veteran or status as a qualified individual with a disability, or any other characteristic protected by applicable Federal, State or Local law.