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**The Raw Carrot Soup Enterprise**

**Operations & Revenue Generation Development (part-time)**

*We are looking for a strategic thinking “get-it-done-er” who will help expand the Raw Carrot, reach into new markets and is passionate about Jesus and serving marginalized people in Canada.*

Position: **Contract, Part Time (2-3 days/week):** (*flexible schedule Monday – Friday, possibly some weekend/evening events) with potential to grow into a larger role.*

Location: **Paris, Ontario** (on-site 2 days/week with flexibility for work from home)

**Background**

As a multi-site “social franchise” The Raw Carrot Soup Enterprise has been growing steadily and is seeking to strengthen and expand its business operations. We are looking for a mission-focused, strategic, and process-minded leader with experience scaling an organization to drive the operational, business development and sales growth of the Raw Carrot. The Director of Operations must be a leader who is able to deliver measurable, cost-effective results to make our vision of supportive employment, community, and dignity in Ontario a reality.

**Responsibilities**

Reporting to the ED of The Raw Carrot, the Director of Operations will have the following responsibilities:

* Operations
  + Lead the organizational and financial strategy of The Raw Carrot
  + Develop budgets
  + Work with ED on operationalizing new site development
* Revenue Generation / Business Development/ Sales
  + Evaluate “social franchise” business model and continuously develop for organizational growth
  + Increase key impact measurements and develop KPIs
  + Analyse ROI on sales and marketing activities & projects
  + Sales/marketing development & diversification initiatives
* Other duties, as assigned

**Key Qualifications**

As a prerequisite, the successful candidate must believe in the core values of The Raw Carrot and be driven by the mission. The candidate should demonstrate a passion for breaking new ground to lead social change. The successful candidate will most likely have had management experience with a for-profit organization. Additionally:

* Results-proven track record of exceeding goals and a bottom-line orientation; evidence of the ability to consistently make good decisions through a combination of analysis, wisdom, experience, and judgment; high level of business acumen including successful P&L management; the ability to balance the delivery of programs against the realities of a budget; and problem solving, project management, and creative resourcefulness
* Strategic Vision and Agility - ability to think strategically, anticipate future consequences and trends, and incorporate them into the organizational plan
* Action Oriented—enjoys working hard and looks for challenges; able to act and react as necessary, even if limited information is available; not afraid to take charge of a situation; can overcome resistance to leadership and take unpopular stands when necessary
* General Management—thorough understanding of finance, systems, and HR; broad experience with the full range of business functions and systems, including strategic development and planning, budgeting, business analysis, finance, information systems, human resources, and marketing
* An outward Christian faith and active involvement in a church (reference required)
* Computer literacy – proficiency in word processing, excel and internet use
* Access to a car for travel
* Solid educational background—undergraduate degree required; MBA or similar advanced degree would be an asset

Salary

$25-30/hr (commensurate with experience/skills/education) & cell stipend

As a condition of employment, the successful applicant must complete a Vulnerable Sector Screening Police Reference Check. The Raw Carrot would like to thank all applicants for their interest; however, only those selected for an interview will be contacted.

To apply, please prepare your resume and cover letter and fill out the following form:

First & last name & Email address

Please attach or provide us with a link to your resume (via google drive, drop box or other)

Please attach or provide us with a link to your cover letter (via google drive, drop box or other)

Tell us a little about your faith journey

What skills and experience do you bring to this position?

Why are you the perfect fit to work with The Raw Carrot Soup Enterprise?