



Upper-level positions usually require education and experience. Such jobs may be available in restaurants, institutions, health care facilities, administrative headquarters of foodservice manufacturers and distributor offices. The titles and responsibilities used here are examples only and may vary from one business to another.

Jobs in the Foodservice Industry

Owner Entrepreneurial spirit needed. Responsible for the entire restaurant operation. May be involved in the day-to-day operation of the restaurant. **Pay: \$35K — \$200k +**

President/Chief Executive Officer Accountable for the current and long-range profitable operation, and growth of the organization, and the general direction of all other affairs of the corporation. Degree Required. **Pay: \$50K — \$350K+**

Chief Financial Officer Accountable for current and long-term effectiveness of all financial functions of the organization including: accounting, budgetary control, cash receipts and disbursement, payroll, credit and collections, management information systems, financing, banking, investments, risk management, taxes, and audit. Degree Required. **Pay: \$45K — \$200K+**

Chief Operating Officer/General Manager Accountable for the effective management and profitable growth of assigned operating divisions and supports the Chief Executive Officer in the development and realization of overall Treasurer. Directs the treasury function of the company, including financing strategies, banking and investor relations, cash and foreign exchange, risk management, and credit. Degree Required. **Pay \$100k +**

Head of Construction/Engineering Responsible for designing, planning, and the construction of restaurant facilities. Specific duties may include sub-contracting negotiations, purchasing fixtures, and filing permits with state and local agencies. Ability to think outside the box. Degree Required.

Pay: \$100k +

Head of Distribution/Purchasing Accountable for the establishment and implementation of programs and policies for the purchase and distribution of food and beverages, equipment, and other supplies. Degree Required. **Pay: \$70k +**

Head of Franchising Accountable for the establishment and implementation of programs and policies for establishing and maintaining franchise relations. Degree Required.

Pay: \$90k +

Banquet Manager Responsible for all banquet functions from origination to execution including delegation and arranging for all special items. Works closely with the sales personnel to generate new business. **Pay: \$45k +**

Catering Manager Responsible for all catered functions from origination to execution, including delegation and arranging for all special items. Works closely with the sales personnel to generate new business. Degree preferred. **Pay: \$45k +**

Unit Manager Responsible for the overall operation of a single foodservice establishment. This includes accounting for daily receipts, ordering food items, hiring and training personnel and customer service. Degree preferred. **Pay \$45k +**



Assistant Unit Manager Assists Unit manager in the operation of a single foodservice establishment. May be responsible for specific tasks and/or act as manager in the absence of the Unit Manager. Degree preferred. **Pay: \$30k**

Night Manager Acts as the Unit Manager on the night shift in a full-service or 24-hour foodservice operation. This position reports to the Unit Manager and may have additional duties, such as overseeing set-up and cleaning. Degree preferred. **Pay: \$30k +**

Dining Room Manager Responsible for the operation of a dining room, which may include room layout, hiring and training personnel and establishing quality and performance standards. Degree preferred. **Pay: \$30k +**

Kitchen Manager Responsible for the operation of a kitchen which includes hiring, training and scheduling personnel, maintaining and complying with government safety standards and ensuring that quality and performance standards are met. Degree preferred. **Pay: \$30k +**

Regional Manager Accountable for the effective management and profitability of assigned foodservice establishments and supports company objectives by coordinating and monitoring such programs as marketing, sales and distribution. Degree preferred. **Pay: \$70k +**

District Manager Accountable for the effective management and profitability of assigned foodservice establishments and supports company objectives by coordinating and monitoring such programs as marketing, sales and distribution. Degree preferred. **Pay: \$62k +**



Careers in Foodservice

Foodservice is a growing business, and is expected to grow larger every year. There is a great need for qualified, knowledgeable, hardworking individuals to fill these jobs.

The opportunities in the industry are vast due to its size. Careers range from entry-level to upper-level management; from servers to executive chefs and managers; from students who have not yet finished high school or college, to those with masters or doctorate degrees.

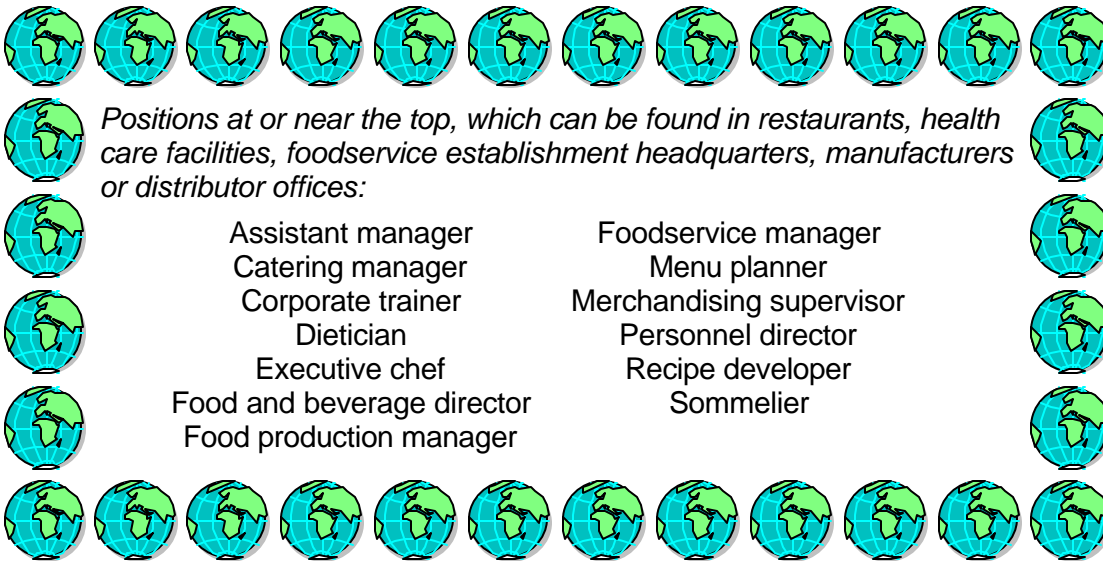
Let's take a look at some of these jobs available in foodservice:

Entry-level jobs that can lead to advancement

Assistant manager	Dishwasher
Baker	Driver
Cashier	Maintenance worker
Cook	Server
Counter worker	

Jobs that require some experience or certification, with on-the-job training usually provided:

Baker	Meat cutter
Banquet Chef	Pastry chef
Bartender	Purchasing agent
Cashier	Sous chef
Chef de Partie	Storeroom supervisor
Dining room manager	



Positions at or near the top, which can be found in restaurants, health care facilities, foodservice establishment headquarters, manufacturers or distributor offices:

Assistant manager	Foodservice manager
Catering manager	Menu planner
Corporate trainer	Merchandising supervisor
Dietician	Personnel director
Executive chef	Recipe developer
Food and beverage director	Sommelier
Food production manager	

Other professions affiliated with the foodservice industry include:

- Architects
- Builders
- Computer experts
- Consultants
- Dietary managers
- Event Planners/Caterers
- Instructors of culinary and foodservice subjects
- Interior designers
- Kitchen designers
- Lawyers
- Lobbyists
- Manufacturers of products, equipment and distribution server to foodservice operations
- Nutritionists
- Real estate professionals
- Tax experts
- Trainers

Students don't have to be in direct contact with food to have a career in the restaurant industry. The following are some examples of other jobs found in foodservice.

Accountant/Financial Analyst/MIS	Director of operations
Director of development/real estate	Director of personnel/human resources
Director of distribution/purchasing	Executives
Director of franchising	Marketing department staff
Director of management information systems	Public relations
	Quality control experts

What will life be like in foodservice?

Of course, the answer to that depends on what the individual makes of it and how quickly he/she is willing to progress to obtain the job he or she desires.

Foodservice is an industry that will enable individuals to be creative and use their talents. It offers the opportunity to meet people every day, be on a fast career track and receive on-the-job training. Many jobs will offer flexibility and accommodate many lifestyles.