

## Western Restaurant Manager/Deputy Manager 西餐厅经理/副经理

**Location:** Guangzhou

**Sector:** Hotels, Food & Beverage

**Starting date:** ASAP

**Job Reference:** CDS-2024-048

### ABOUT THE COMPANY

Conveniently located in the heart of the city, our client boasts 828 exquisite guest rooms & suites, 151 fully appointed apartments and 471 offices, a grand Convention Hall and 9 multi-function rooms and 9 international restaurants and bars, comprising one two-Michelin-starred Restaurant, one one-Michelin-starred Restaurant, and two restaurants with the Michelin Guide Selected Restaurant. It also provides executive lounge, health club, business center, shopping arcade, parking lots, banks ticketing service, and limousine service.

### RESPONSIBILITIES

- Develop and implement the restaurant's marketing strategies to enhance brand recognition, attract customers, and increase revenue. 制定和实施餐厅的营销策略，提升餐厅知名度和吸引顾客，增加营业额；
- **Revenue Management:** Be responsible for managing the restaurant's revenue, ensuring the achievement of revenue targets, and improving profit margins through effective strategies. 收入管理：负责餐厅的收入管理，确保营收目标的实现并通过有效的策略提升利润率；
- **Cost Control:** Monitor and control operational costs, including food and beverage procurement, human resources, and daily expenses, to ensure maximum cost-effectiveness. 成本控制：监控并控制运营成本，包括食材采购、人力资源和日常开支，确保成本效益最大化；
- **Customer Service:** Ensure exceptional customer service is provided to enhance customer satisfaction and loyalty. 客户服务：确保提供卓越的客户服务，增强客户满意度和忠诚度；
- **Team Management:** Lead and develop the restaurant team, including recruitment, training, employee motivation, and performance evaluation. 团队管理：领导并发展餐厅团队，包括招聘、培训、员工激励和绩效评估；
- **Operational Oversight:** Manage the daily restaurant operations, ensuring service quality and food safety standards comply with hotel and industry regulations. 运营监督：管理日常餐厅运营，确保服务质量和食品安全标准符合酒店及行业规定；

With over 10 years of experience, CCI FRANCE CHINE Recruitment Department supports companies in their recruitment needs and helps candidates find a professional opportunity across China.

To access more job offers, consult [ccifc.org](http://ccifc.org)

- **Market Analysis:** Regularly analyze market trends and competitor situations, adjusting marketing strategies and operational models to adapt to market changes. 市场分析：定期分析市场趋势和竞争对手情况，调整营销策略和运营模式以应对市场变化；
- **Compliance & Safety:** Ensure the restaurant complies with all relevant regulations, health, and safety standards. 合规与安全：确保餐厅遵守所有相关法规、健康和安​​全标准。

## REQUIREMENTS

- At least 5+ years of experience in F&B management. 至少5年以上餐饮管理经验；
- Possess excellent moral character and professional ethics, with a strong sense of service. 具有良好的思想品质和职业道德，服务观念强；
- Received specialized training in high-end restaurant service, with extensive knowledge and service skills in the F&B industry. 接受过高等餐饮服务方面的专门培训，具有丰富的餐饮知识和服务工作技巧；
- Familiar with service standards and requirements of western restaurants, as well as their service procedures. 熟悉西餐厅的服务标准和要求，了解西餐厅的服务程序；
- Strong management and organizational skills, strong leadership. 具有较强的管理和组织能力，有领导作风；
- Skilled in handling customer issues, able to accurately evaluate employee performance and train staff to enhance service quality. 善于处理客人的问题，并能正确评估员工工作和培训员工，提高服务水平；
- Patient, attentive, and skilled in interpersonal relationships, with strong social skills and a certain level of English proficiency. For foreign candidates, Chinese speaking is required. 耐心周到，善于待人，具有较强的社交能力和一定的英语水平(外国候选者需要中文口语熟练)；
- Outgoing personality, good physical health, and strong psychological resilience. 性格开朗，身体健康，心理素质强。

## APPLICATION

Please send your resume and your motivation letter to:

[sc-recruitment@ccifc.org](mailto:sc-recruitment@ccifc.org)

**Mail subject:** Your name | Job title - location [Job reference]

Ex. Your name | Western Restaurant Manager/Deputy Manager 西餐厅经理/副经理 - Guangzhou [CDS-2024-048]

With over 10 years of experience, CCI FRANCE CHINE Recruitment Department supports companies in their recruitment needs and helps candidates find a professional opportunity across China.

To access more job offers, consult [ccifc.org](http://ccifc.org)