## JOB TITLE: ORANGE COUNTY REGIONAL MANAGER

**Why work for us?** We are a group of enthusiastic and caring people dedicated to changing lives. We operate 24 studios in 4 regions and growing! We are the leading provider of progressive and quality yoga in the United States. We offer terrific perks and love to promote from within! There's exciting things happening at YogaWorks, come join the team!

**Job Overview:** The OC Regional Manager is responsible for managing our Orange County studios, hitting sales and revenue targets and providing direction and leadership in the region. This is a full-time, exempt position reporting directly to the Regional Vice President.

### DUTIES & RESPONSIBILITIES:

- Responsible for total revenue performance which includes membership revenue, tap, privates, Pilates, Retail and Teacher Trainings
- Responsible for recruitment, training and development of the region's studio team members
- Build community and camaraderie among team members, teachers and members
- Provide oversight on daily operations and sales of the region
- Responsible for oversight and execution of the regional outreach program
- Responsible for partnering with Regional VP and HR to handle personnel issues
- Effectively resolve escalated customer service issues
- Assist Regional VP with ad hoc projects as needed
- May include daily management of home studio in the region

### MINIMUM REQUIREMENTS:

- Minimum of 5 years management experience preferred
- Proven track record in exceeding sales
- Proven leadership ability
- Excellent written and verbal communication skills
- Ability to multi-task and function in a fast paced environment
- Organizational skills/ High attention to detail
- Computer savvy; Microsoft Word, Microsoft Excel, online databases
- Must have car and ability to drive throughout the region