# roam

Team(s): Roam at Trilith
Position Type: Full-time

## What we do:

Designed to reinspire work and meetings, Roam is a comprehensive work, meet and office solution with six locations in Metro Atlanta. Month-to-month memberships, private offices and technology-equipped meeting rooms accommodating 2 to 250 people allow small businesses and large corporations alike to work productively and with flexibility in design-enhanced environments.

## Who we are:

Our story is centered on a counter-cultural approach to business and a people-first mentality that's activated in our desire to partner with stakeholders through the delivery of hospitality for the purpose of impacting lives.

Learn more about Roam and our culture on our career page.

## Managing Partner Purpose:

The purpose of the Managing Partner (MP) is to create and develop a high-performing team culture that consistently delivers the Roam hospitality experience in order to fulfill our vision in the community. The MP is a positive servant-leader with business savvy, has a passion for hospitality, displays the grit and desire to grow and develop the business. Combining an exceptional drive for results and an entrepreneurial mindset, the MP exhibits high emotional intelligence and mastery in collaborating with his/her team and other stakeholders to see Roam succeed.

The MP role requires an awareness and proficiency for all facets of the  business offerings, grounded in a people-first mentality. Success for the MP goes beyond strong financial performance and he/she is highly motivated by all metrics of Roam's Winning Scorecard. As a result, a Roam MP is a dedicated student of the business with a passion for learning, problem solving, and innovating. He/she is motivated to leverage their leadership to make a positive difference in the lives of others. Above all, the Managing Partner empowers his/her team to foster emotional connections, craft remarkable experiences, & create inspiring environments.

# Responsibilities:

### Hospitality Operations
- Actively understand and grow all revenue streams of the workplace by leveraging the strengths of those on your team.
- Lead in the creation and execution of yearly budgets & strategies.
- Lead the team in executing Roam's hospitality strategy and the day-to-day operations of the workplace,
- Workplace P+L: submitting financial reports to Roam leadership.
- Manage monthly cash flow ensuring targets are met.
- Manage stakeholder relationships, including vendors and partners.
- Train new hires to all facets of our hospitality operation.

### People & Culture
- Lead team meetings and communicate all strategic or tactical changes that impact the operation or the team.
- Lead the implementation of goals, processes, and policies as instructed by Roam's leadership.
- Facilitate team development, performance management, and one-on-one coaching and feedback for the team.
- Exercise financial acumen to own and maintain payroll administration.
- Engage in the recruitment and onboarding of new team members, and partner with the People and Culture team to interview potential hires.
- Celebrate and recognize wins, milestones, and individual and team accomplishments on a consistent basis.

### Sales & Marketing
- Ensure the Roam brand is well represented in his/her workplace.
- Partner with the Director of Sales (DOS) to drive revenue for meetings/trainings
- Platform the DOS to empower the team in lead generating activity in the community.

# Experience + Requirements
- BA / BS in Business, Marketing, Hospitality or other related degree.
- Hospitality, retail, startup, consulting or related experience with a strong operational focus.
- Previous experience owning the business P+L.
- Strong communication, financial acumen, organization and project management skills.
- Thrive in a fast-paced, high-energy environment while exercising excellent attention to detail.
- Student of the business, with a passion for business development and growth.
- Experience leading a high performing team and developing servant-leaders.
- Experience in strategic planning and execution.

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