

## Expert Franchise Projects HU (gn)

### **Purpose:**

The Project Manager Franchise is mainly responsible for acquiring new franchise positions, monitoring the franchise network performance, propose action for optimization and end-to-end management of the discount retail network. This role plays a key part in strategic planning, budgeting, and project execution, while also contributing to the technical and financial aspects of asset management.

### **Key responsibilities:**

#### **Franchise Network Development**

- Drive the growth of the franchise network by acquiring new locations.
- Secure existing partnerships through contract renewals.
- Maintain high standards at franchise filling stations and foster strong relationships with partners.
- Identify and implement actions to improve profitability and operational efficiency.

#### **Operational Management**

- Oversee the end-to-end operation of the discount retail network.
- Manage contractual terms, settlements, and issue resolution with ALDI.
- Coordinate with suppliers (e.g., cash register providers, local supervisors, maintenance companies) to ensure seamless operations.
- Lead asset and system development initiatives to enhance performance.
- Monitor and report financial and operational KPIs to management.

#### **Strategic and Financial Planning**

- Contribute to the development of country-level asset strategies.
- Participate in the preparation of annual budgets and mid-term plans (MTP).
- Track and analyze CAPEX/OPEX and other key performance indicators.
- Conduct financial modeling and support project approval processes.

#### **Project and Asset Management**

- Participate in the implementation of major and minor projects, including rollouts and maintenance.



- Collaborate with Technical Asset Management on budgeting and business-related aspects of projects.
- Manage the operative development of the filling station network (Investments/Divestments).
- Identify opportunities for new station openings and conduct basic feasibility and profitability analyses.
- Prepare documentation and manage the approval process for new projects.

### **Cross-Functional Collaboration**

- Provide business input for local and international tenders when needed.
- Contribute to group-wide initiatives and projects.
- Ensure compliance with all applicable standards, regulations, and laws governing filling station operations.
- Assist in strategy and Budget/MTP planning and contribute to the yearly asset strategy and budget development.
- Plan, implement, and monitor various projects, including major, small, and rollout projects.
- Coordinate appointments, meetings, and alignments with project management and technicians.
- Design sites, manage the approval process, and plan construction in detail.
- Define variants or additional FS standards for local or international need.
- Organize and plan maintenance, including short, mid, and long-term plans, and replacements (maintenance CAPEX).
- Establish and maintain the Geocall maintenance system, ensuring up-to-date asset databases.
- Monitor maintenance activities, handle authority inspections, and provide technical input on tenders.
- Monitor relevant KPIs , continuous budget control for NTIs and modifications, analysis of maintenance cost, report to Department Manager of Asset.
- Coordinate with departments such as Purchasing, Supply, Sales, CR helyett kiírva: Convenience Retail, Marketing, IT, and Card, and track the status of ongoing projects.
- Visit filling stations to conduct maintenance issue check, evaluate repair quality and assess projects.



## **Requirements:**

- Bachelor education, preferably in Business, Economics
- Minimum relevant professional experience of 5 years
- Hungarian language – fluent level
- English language – fluent level
- Excellent negotiation, communication and relationship management skills
- Self-starting character with independent working style
- Customer orientation and ability to adapt/respond to different types of characters
- Flexibility and willingness to travel domestically (Category B driving license)
- Participation in projects is advantage