

The Job Interview

Ann Arbor Restaurant Group

Ann Arbor, MI

This Ann Arbor restaurant management group has quickly expanded and now oversees six distinct bars and restaurants. The role they are looking to fill will be the first employee that will work across all locations, so finding the right fit is essential.

BUSINESS

Website: www.good-time-charleys.com

Size: 120 employees

Industry: Food/Events



ABOUT THE COMPANY:

- Adam and Justin own a restaurant and nightlife group in Ann Arbor, Michigan. While Good Time Charley's is the largest and most recognizable of their six establishments, they also own BTB Burrito, Cantina Taqueria, Alley Bar, Live Nightclub, and The Last Word, which was named the Best New Bar in the Midwest by *Food and Wine Magazine*.
- Good Time Charley's is an American restaurant and bar located in the heart of the University of Michigan community. Since its establishment in 1979, it has been a favorite amongst the college crowd and town locals, and has recently become the #14 college bar in the country and the #1 liquor purchaser in the county.

JOB POSITION: Catering & Events Sales Manager

Job Level: Mid-level

Salary Range: \$30K to \$45K

Tentative Start Date: August 15th, 2017

RESPONSIBILITIES:

- This role will revolve around selling and managing catering orders and events across six properties. The Manager will be the point person for all events and will be in charge of gaining new customers.
- Day-to-day responsibilities for this position include creating sales pitches, calling and meeting with prospective clients, communicating with the operations team in charge of setting up events, and creating and organizing a database for all contacts, leads, and sales.

INTERVIEWERS

CO-OWNER: Adam Lowenstein



- Adam is the hands-on/details guy. Even though he *did* attend the University of Michigan, he didn't complete his senior year. Instead, he opened BTB Burritos and created a successful food empire in Ann Arbor.
- When interviewing potential job candidates, Adam likes to catch them off guard with dialogue that will break them out of the normal question/answer format.
- He enjoys presenting candidates with hands-on scenarios to see how they will deal with real customer issues and complaints. As owners, they take negative reviews personally and want to make sure this person will represent them properly in the community.

CO-OWNER: Justin Herrick



- Justin is the big picture guy. He's an old friend of Adam's and has been his business partner since their first restaurant: BTB Burritos.
- He is looking for someone who is adaptable and can be comfortable making cold calls to potential clients. Justin wants to have the candidates call real customers during the interview to see if they can make a sale on the fly.

Producer's note: Adam and Justin are in the midst of organizing their group into an LLC. They plan on creating an overarching company name for their restaurant group in time for filming.