



Wesley, Brown & Bartle

POSITION DESCRIPTION

Director – Software Product Strategy

Domino's

Ann Arbor, MI

ABOUT THE CLIENT

Founded as a single store in 1960, Domino's Pizza today is the recognized world leader in pizza delivery operation a network of company-owned and franchised-owned stores in the United States and international markets. Presently Domino's operates through a network of over 11,250 company-owned and franchise stores, located in all 50 states and in more than 75 international markets; each and every store dedicated to our focus of providing great-tasting pizza – whether it be delivered directly to your door or available for carryout. In addition, it operates 16 regional dough manufacturing and supply chain centers, one equipment and supply facility, one thin crust manufacturing center and one vegetable processing center in the contiguous United States, and six dough manufacturing and supply chain centers outside the contiguous United States. The Company operates its business in three segments: domestic stores, domestic supply chain and international. In addition, its international segment consists of over 5,000 franchise stores outside the contiguous United States. It also manufactures dough and distributes food and supplies in a limited number of these markets. In the third quarter of 2014, Domino's had global retail sales of over \$2.0 billion, comprised of \$0.9 billion in the U.S. and \$1.1 billion internationally.

Domino's Pizza's vision is to be the #1 pizza company in the world and in every neighborhood by feeding the power of possible one pizza at a time. The emphasis on technology innovation helped Domino's generate approximately 40% of U.S. sales from its digital channels in 2013, as well as reach an estimated \$3 billion annually in global digital sales. Domino's recently launched its ordering app for iPad®, adding to an existing ordering app lineup that covers nearly 95% of the smartphone market. In June 2014, Domino's debuted voice ordering for its iPhone® and Android™ apps, a true technology first within both traditional and e-commerce retail.

POSITION ESSENTIAL FUNCTIONS

Reporting to the VP, Global Operations & Support and Software Products, the Director of Software Product Strategy will:

(50%) Lead Systems Growth via Product Innovation

- Responsible for developing strategies around store technology to enable leadership in the Pizza market
- Lead the process to identify business opportunities through situation assessment and analysis, creating and cataloging of ideas, and evaluating and examining ideas based on ability of ideas to meet business objectives
- Work closely with Operations and Enterprise architecture teams to develop a technology roadmap that will serve as a guide to developing innovative technologies.
- Lead team in the concept development process by overseeing the refinement of hardware, software and integration concept, determination of consumer interest, and business analysis
- Work directly with Global CIOs of key franchisees and technology partners to understand long-term trends that determine where future opportunities in the Retail space lie.
- Lead team to provide input to Digital Customer and Operations area on prototype development
- Lead execution of Software Product Strategy and for development of new product marketing strategy and plans for each new product/initiative
- Assist Directors of Domestic & International Ops in managing the TAB and iTAB council

(20%) Lead Innovation Strategy and Development

- Lead the development of a technical Innovation Strategic Plan for short term and long term growth including key areas of focus, key strategies, and required resources. Communicate strategy effectively throughout organization to ensure clarity and alignment across the organization.
- Lead the R&D team and continued optimization of the innovation process to facilitate a pipeline of products and processes to meet stated company objectives.



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- Aggressively develop industry relationships to assess industry and I.T. trends as sources of new opportunities for future New Store Technology Pipeline innovations and supplement internal resources.

(20%) Team Leadership and Management: function as leader of the Software Product Strategy Team responsible for the Road Map development, R&D, and new technology initiatives.

- Ensure the creative process is part of the fabric of Domino's IT through facilitating the creative process at all times.
- Communicate vision to team members and align individual goals with overall company strategy
- Lead training and development of team members, experimental design, relationship management, project management, etc.
- Lead by example by modeling sound development techniques, driving innovative thinking process, maintaining working understanding of store operation processes and difficulties.
- Ensure team works effectively within and outside the department
- Collaborate on development, execution and communication of new store technologies related initiatives
- Oversee progress on all projects to ensure all initiatives are consistent with strategy
- Conduct routine performance appraisals on all direct reports
- Provide on-going training and development
- Provide special projects to individual team members to stimulate growth and assess skills

(10%) Partner effectively with internal and external teams to ensure flawless execution of innovative products.

- Coordinate with operations on the development of new software products
- Provide assistance to Learning & Development with store operating procedures and systems to enable consistent and successful execution of new software products at market level
- Research, develop and approve specifications for new software products.
- Lead project meetings
- Present to cross-functional groups on progress and status of projects

POSITION QUALIFICATIONS

- 8-10 years experience in R&D in a Restaurant Technology Company or in the Retail Technology Company. Pizza QSR is preferred
- Proven success with department leadership, product development and commercialization success.
- Excellent communication and customer service skills
- Bachelors in information systems or 7+ years equivalent experience in software development
- Ability to communicate with executive level teams, both corporate and franchise
- Strategic thinker with strong understanding of experimental design and on-trend vision
- Demonstrated ability to lead many projects simultaneously in a timely manner
- Exceptional relationship building skills across functions and organizational levels.
- Excellent interpersonal skills, proven written and verbal/presentation skills
- Ability to travel (25%) – Domestic & International

To apply, please send a résumé and cover letter via e-mail to resume@wbbusa.com:

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