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**Job Title:** Chief of Commercial and Operations

**Reports To:** CEO’s/Co-Founders

**Main Purpose of the job**

To act on behalf of the CEO’s providing strategic, financial, and operational leadership; developing and implementing a strategy to deliver sustainable profit growth and the long-term business plan.

Providing thought leadership, inspirational management and acting as a professional role model for the business as well as being the public face of the Company.

**Main Responsibilities**

* **Commercial Leadership**
* Develop and implement commercial strategies aligned with company goals and market dynamics.
* Identify and secure strategic partnerships and new market opportunities.
* Set and monitor KPIs related to revenue, margin, and market share.
* Lead efforts in product innovation and development based on consumer feedback and demand
* **Operational Oversight**
* Lead and optimize day-to-day operations to ensure efficiency, quality, and scalability.
* Drive operational excellence through continuous improvement initiatives and lean methodologies.
* Oversee supply chain, logistics, service delivery, and Warehouse functions.
* Ensure effective resource allocation and cost control across the business.
* **Cross-Functional Leadership**
* Work closely with Finance, HR, IT Support and the Sales Team to align operational goals with broader business strategy.
* Support organizational transformation initiatives including digital adoption, systems integration, and talent development.
* Foster a high-performance culture with strong accountability and results orientation.
* **Risk and Compliance**
* Ensure compliance with relevant regulatory, legal, and safety standards.
* Proactively identify and mitigate operational and commercial risks.
* To lead and manage the Senior Team to achieve a cohesive, team centric approach, maintaining the culture of the business
* To establish credibility throughout the business by identifying and developing solutions to business challenges and opportunities

**Person Specification & Characteristics**

* Strategic and commercial experience
* Operational and process excellence
* Strong leadership and team-building capabilities
* Effective organisational skills
* Forward thinking with an encouraging demeanor
* Results orientation and resilience
* To be motivated and demonstrate genuine enthusiasm for the DIFG Mission and Values

**Qualifications**

* Graduate degree or MBA, experienced senior commercial leader, with 10+ years evidence of professional development and career progression, ideally in a family owned business
* Advanced user of Microsoft suite

**What We Offer:**

* A collaborative and fast-paced work environment in the food industry.
* Opportunities for professional growth and mentorship.
* Exposure to leading food brands and real-world marketing campaigns.