

Entrepreneurial Opportunity Available at Colin's horseback Africa



At this point in time Horseback Africa is offering an entrepreneurial opportunity for a dynamic couple who love the African bush and who will be responsible for:

- Head of Operations for a couple who love the bush,
- Activities Instructors
- Field Guide/Game Ranging
- Front Office including Concierge & Reservations
- Maintenance and upkeep in general
- Restaurant together with experienced chef who has been at Horseback Africa for 17 years.

In many of the above departments there are already team members who are very capable of performing the tasks, but they would need good leadership.



Task description

This is a profit-sharing opportunity for an entrepreneur plus partner with an exceptional passion and drive who would like to live in nature. They would need to follow the company Mission Statement and Values below, and ensure that the company not only remains financially viable but builds up from strength to strength in these challenging times.



Skills required

1. Previous experience in the hospitality industry and senior level management of a similar size and scope will be hugely advantageous.
2. Either one or both partners MUST have entrepreneurial skills combined with a strong business and financial acumen, with a passion for customer/guest focus.
3. Either one or both partners must qualify as a wildlife guide.
4. Either one or both partners must qualify as an experienced horse rider – we specialize in Natural Horsemanship.
5. One of the partners must be able to run a restaurant effortlessly (together with an experienced chef), as well as administer the FOH, marketing, bookings, secretarial, and financials.
6. Maintenance skills are essential within a game reserve setting.
7. Be completely confident to execute activities, event planning and organize projects.
8. Must be pioneers with an EXCEPTIONAL DRIVE to improve the company constantly.
9. Must have an honest, professional and a respectful approach.
10. Must have an ability to influence & negotiate.
11. Proven ability to build productive teams that deliver exceptional guest services and high standards of operations.

12. Unique ability to identify and implement cost saving measures.
13. Excellent track record for meeting all budget and revenue projections.



Responsibilities

1. Taking full responsibility of, and slowly but surely increase all revenue streams offered by this stunning lodge.
2. Managing, organizing, controlling and efficiently supervising all elements of the company in line with current company policies and procedures – a guideline of which is available within the company Procedure Manuals.
3. Regularly exploring competitor activity, market trends and new initiatives, and then implementing the new ideas to constantly upgrade the company.
4. Must be able to take full responsibility for all actions taken for the company and will be held accountable in all matters.
5. Liaising continuously with the owners so as to portray a united concept of what we stand for in our current state of affairs within our beautiful African country as far as conservation is concerned.



Commitments

1. Must be hands-on, in the way that they would be representing a company which advertises that the owners /managers/ directors are hands-on.
2. Must be involved in many of the day-to-day activities, including lion tours,

horse rides, sales and marketing, reservations, welcoming and receiving guests as this is an owner-run operation where this entrepreneurial couple stand in for the owners.

Must ensure the smooth running of all departments by being completely involved in all areas including reception, lodge, stables, animal departments, housekeeping, sales and marketing, personnel training and development.



Expectations

1. Exceptional hard work fuelled by passion.
2. It takes an innovative and tenacious entrepreneurial couple to face the tremendous challenges confronting today's hospitality industry.
3. The owners of the company must be able to trust this entrepreneurial couple with ALL aspects of the complete daily running and forward projections of the company.
4. This couple must be able to quickly understand complex concepts, identify and solve challenges, turn ideas into logical strategies, and implement systems that optimize productivity and guest satisfaction.
5. Must be non-smokers, with moderate alcoholic consumption.
6. This couple must enjoy a wholesome outdoors lifestyle, and must be passionate about nutritious foods and good exercise.
7. This couple must be able to handle a good 16 hour day's work, or however long it takes to direct the company operations optimally.
8. Must have passion for the hospitality industry - it's team members and guests alike.

What is the company offering?

1. A business opportunity where you would not need to contribute a huge financial amount, as is usually the case when buying into a franchise, to become a profit share holder.
2. A chance to run a business which has been operating successfully for 28 years and which has "made it" so far through covid and is actually starting to show profits again.
3. Entrepreneurial Contract – to be discussed personally.
4. Modest accommodation upon a game reserve in a good healthy environment.
5. Good team spirit - as good as *you* make it as entrepreneurial team-leader of the lodge.

Contact owners direct.

Theony MacRae at picollapony@gmail.com with a very detailed CV and comprehensive description as to why you feel that you may be the right couple for this position in life.