



Title of Job: VP Development – Non Traditional

LOCATION: Southeast

Posted: February/March 2010

SUMMARY:

Well-established multi-brand QSR / retail franchise company with 1800+ locations globally, requires an individual with a strong track record of success in domestic and international development focused on the Non-Traditional venues such as Malls, Airports, Universities, among other segments. This individual must exemplify a "hands on" style approach to management and business development activities, as well as recognizes the sense of urgency in regards to development and construction schedules.

RESPONSIBILITIES:

The VP Development will provide the vision, leadership, and ambassadorship needed to further enhance and embrace the multi-unit franchisee within the focused countries and regions. This person will be responsible for the enhancement and modification of the existing lead management system, tighten up the FDD requirements and process, and improve the overall deal flow to get the traction necessary to meet corporate growth targets and objectives. In addition, this person will be responsible for building and improving the franchise sales team.

REQUIREMENTS:

Must have at least an 8-12 year successful track record of previous Non Traditional franchise development experience preferably within the above named business segments. Has outstanding presence and communication skills necessary to present ideas, strategies, and performance reviews to large audiences and before a board of a public company.

EDUCATION:

Four year college required. MBA preferred.

SALARY & BENEFITS: A competitive Salary and Bonus will be commensurate with experience. Full medical and dental insurance, life insurance, STD and LTD insurance, 401K, vacation, holiday and sick pay.

For position requirements and specifications please contact:

David Ulrich

Voice: 727 597-4795 ext 113

E-mail: david.ulrich@dickwray.com

Bob Gershberg

Voice: 727 597-4795 ext 112

E-mail: bob.gershberg@dickwray.com

Dick Wray shall provide equal employment opportunity to all qualified candidates, and will refer candidates without regard to race, color, religion, national origin, sex, age, disability, veteran candidates without regard to race, color, religion, national origin, sex, age, disability, veteran status or any other legally protected basis. Dick Wray shall comply with all applicable laws, rules and regulations in the performance of duties pursuant to this Agreement, including but not limited to, Title VII of the Civil Rights Act, the Age Discrimination in Employment Act, the Americans with Disabilities Act, and state and local anti-discrimination laws to the extent applicable.