



Title of Job: Sr. Director Franchise Sales

LOCATION: National

Posted: February/March 2010

SUMMARY:

Exciting well-established full service restaurant company with 500+ locations nationally requires an individual with a strong multi-unit, multi state operational background in full service, high volume dining, an individual who is driven to excel and can demonstrate a record of significant accomplishments. This individual must exemplify a "hands on" style approach to management and new business development activities, as well as recognizes the sense of urgency in regards to development and construction schedules. This person must also have past/current track record of success in new store franchise sales in the Casual Dining segment. This is a known multi-branded franchised company that is looking to take its domestic and international presence to a higher level of growth, sophistication, and performance.

RESPONSIBILITIES:

The Sr. Director Franchise Sales will develop leads and close deals throughout the US for new store units. Regularly attend the industry conferences to establish presence and trust throughout the franchisee community.

REQUIREMENTS:

Must have at least an 6-8 year successful track record of previous new store franchise development experience, as well as in-depth knowledge of multi-unit, multi-location restaurant, management, development, legal compliance and personnel development. 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.

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:

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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.