

Job Posting



From the desk of Rebecca Patt · (612) 354-7400 · rebecca.patt@dickwray.com

TITLE: Channel Manager

SUMMARY: Excellent opportunity for a **Channel Manager** to develop successful QSR restaurants in nontraditional channels including lodging, entertainment, c-stores, travel centers, airports, etc. This leading QSR company is seeking a highly talented and motivated sales executive to expand unit count and sales within existing channels and find new avenues for growth.

LOCATION: Dallas, TX

COMPANY SUMMARY:

- Category-leading, multi-concept QSR company
- Rigorous growth plan in place for the nontraditional division
- High-performing team with seasoned leadership dedicated to nontraditional development
- Career advancement potential for the right candidate

IDEAL CANDIDATE SUMMARY:

- Proven track record selling restaurant concepts in targeted channels is highly desired
- Traditional franchise sales experience or experience selling other products or services into targeted channels is a plus
- Restaurant operations experience is a plus
- BS or BA required; MBA preferred
- Must have exceptional time management skills, be able to effectively manage multiple projects simultaneously, be self-monitoring, highly motivated and possess exceptional communications skills.

KEY RESPONSIBILITIES:

- Meet/exceed sales and unit development plan for assigned channels of business
- Lead development and selling among existing and prospective accounts
- Successfully complete relicensing agreements
- Continually improve execution of brand image and operational standards
- Coordinate with A&E, contractors, marketing, legal, operations, and field team to ensure quality sites with optimal exposure for brand.

SALARY: Competitive base salary, performance-driven bonus, extensive benefits including and not limited to comprehensive health care benefits, 401k, vacation, educational assistance, work and family programs.

Please email resume to Rebecca Patt at Rebecca.patt@dickwray.com.

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